

Job Description

Designation	: Sales & Commercial Operations- Associates
Work Experience	: 3-8 Year Experience
Number of Positions	: 2
Place of Posting	: India & USA Locations
Industry	: Medical Devices (BioGenex)
Salary	: Competitive

Brief overview for the role:

We are seeking Associates/ Manager, Commercial Operations who will be responsible for the management and administration of sales & commercial operations for BioGenex in India and the USA. This position offers strategic leadership opportunities and provides oversight ranging from sales to application, product development and customer service operations across the regions. Primary responsibilities include maximizing value to the organization and margins to the business through prudent management of sales process, negotiations, pricing, inventory management and policy adherence; developing and driving sales plans to achieve strategic and financial objectives and analyzing and tracking of key sales, operational and financial metrics to gain actionable insights.

Key Role & Responsibilities:

Manages sales operations, negotiations, order and inventory management, commercial strategy and ensures policy adherence and executions to maximize profitability. Develop strategies and drive sales program implementation to boost sale closures. Work closely with management to chalk out sales, delivery and commercial strategies.

Identify, propose and implement strategic plans to improve overall sales & customer service. Prepare proposals by determining concept; gathering insights from research & experience; writing drafts; obtaining approvals. Translate the insights from client interactions and industry experience into suitable inputs for increasing sales as well as supporting product & service development roadmap. Manage commercial rules of engagement and sales policies. Strategize and lead the development of new customer service benchmarks, including order management, customer issues etc.

Assist sales team in developing and executing opportunity strategies, customer contracts and operational governance. Ensures availability of relevant bookings, order pipeline, receivables, forecast reports and dashboards to sales team as well as management. Alert sales & finance teams of non-compliance to ensure deadlines & receivables are met.

Design and lead projects to improve sales processes and operational efficiency. Assist sales leadership with new initiatives development, execution, KPI tracking and associated performance management and drive leads to revenue.

Deliver analytical reports and insights to improvise sales strategy. Frequently interact with clients, sales, application and development teams to understand client/project requirements and contribute to the insights in determining the overall project scope and direction.

Key Skills:

Sales Commercials, Strategic Pricing, Medical Devices, Customer Service and Customer Care, Sales & Customer Contracts, Budget Plan, Prepare Sales Dashboard, Reporting, Analytical Reports, Implement new initiatives.

Required Candidate profile: Essential Education, Experience & Skills:

- Any Graduate/ BSc/ B.Tech, preferably with MBA/ Post Graduate Degree in Sales Operations Management/ Sales Management.
- Minimum 2 plus year experience in sales and commercial operations role and not more than 8 years of overall experience
- Self-starter, action and result oriented
- Demonstrated high-intensity, high-initiative approach and integrity towards growing the business
- Strong executive communication and presence of mind with eye-for detailing
- Leadership skills cultivating collaborative and productive relationships with internal teams
- Solution oriented mind set and ensure seamless interaction between sales, marketing, application, finance teams
- Demonstrated ability to successfully balance the achievement of short-term objectives (quarterly orders/sales objectives etc.) with longer-term strategic and policy deployment goals
- Willingness to take a critical view of stretch goals and initiatives to drive breakthrough results

Interested applicants may send their applications to Mr. Akash Leye, @ akash.l@biogenex.com , M: +91-7908667091