



HEMAS PHARMACEUTICALS

Hemas Pharmaceuticals, Surgicals & Diagnostics is a leading Importer and Distributor of Pharmaceutical, Surgicals and Diagnostic Products in the Sri Lankan market adding much value to the healthcare industry for over seven decades. We represent over 30 Prestigious Multi-National Pharmaceutical, Surgicals and Diagnostics Manufacturing Companies Globally.

We are in search for a professional to join us as Senior Sales & Marketing Manager for a Business Partner.

### Job Profile

The person we seek should possess a high level of business acumen with a strategic approach to plan, develop and execute marketing strategies for all assigned product portfolios supported with proactive progress monitoring systems and mechanisms to develop brand image, exceed market share and drive revenue objectives for Agency Products. The role will also be responsible to maintain market superiority and increase sales volume and market share in a profitable manner whilst sustaining highest standards of business ethics, integrity and compliance. Further candidate should be able to manage the Agency staff and resources effectively.

### Key responsibilities

Overall responsibility of Medical Marketing of the Agency and fully accountable for P&L of the SL business operation.

Preparation of Promotional Strategies and Plans by Collaborating with Principals and effective implementation of the same. Achievement of Sales Budget and Sales Growth while gaining Market Share in a profitable manner for the Agency.

Supervise, Monitor and Coach the team towards effective execution of Detailing Strategies and Identify and conduct Product and Skills Training, required for the Team.

## Senior Sales & Marketing Manager

The person we seek must fulfill the criterion below;

- Positive attitude and possess the capacity to nurture an Agency Operation whilst taking full accountability of the Sri Lankan business operation.
- Must be versatile and be a team player with the innate ability to develop others.
- Over 10 years' experience in the Sri Lankan Healthcare Industry. Exposure to a multinational environment is essential and be aged between 35-45 years.
- Experience in handling Dermatology Products and OTC products would be required.
- Completion of Professional Qualifications in Marketing from CIM UK/SLIM or Equivalent Degree.

If interested, please apply with the designation indicated on the subject line prior to 26 August 2020 to;

Director HR  
Hemas Pharmaceuticals (Pvt) Ltd, No.12, Glen Aber Place,  
Colombo - 03.

Phone (General): +94 11 4766666

Email: [careers.healthcare@hemas.com](mailto:careers.healthcare@hemas.com)

Web: [www.hemashealthcare.com](http://www.hemashealthcare.com)