

INDIAN PHARMACOPOEIA COMMISSION
(Ministry of Health & Family Welfare)
Government of India
Sector- 23, Raj Nagar, Ghaziabad

Applications are invited for the following vacant post at the Indian Pharmacopoeia Commission (IPC), an Autonomous organization under the Ministry of Health & Family Welfare, Ghaziabad, through Manpower Resource Outsourcing Services Providing Agency.

Details of Manpower Requirement

Sr. No	Details of the Positions	Salary	No. of Posts	Qualification	Place of Posting	Job Description
1	<p>Director - Sales & Marketing</p> <p>Age :-</p> <p>Preferably below 50 years (can be relaxed for the suitable candidate)</p>	90 K - to UPTO 1.5 K	1	<p>Essential :-</p> <p>Master's degree in Marketing, Business Administration or equivalent / Bachelor's degree in Pharmacy, Science, Medical or related field.</p> <p>Experience</p> <p>A minimum of 15 years of experience in sales &/or marketing of chemicals, pharmaceuticals, medical devices, publications, services, laboratory consumables and related goods.</p> <ol style="list-style-type: none"> 1. Excellent network in pharmaceutical R&D / manufacturing set-ups. 2. In-depth knowledge of marketing techniques and best practices. 3. Excellent negotiation and leadership skills. 4. Outstanding written and verbal communication skills. 	Indian Pharmacopoeia Commission (IPC), Ghaziabad	<ol style="list-style-type: none"> 1. Design and implement marketing strategy to meet sales targets. 2. Cultivate lasting relationships with customers to grow customer loyalty. 3. Develop and promote weekly, monthly, and quarterly sales objectives. 4. Work with customers to better understand their business needs and goals. 5. Understand the competitive landscape and market trends. 6. Understand and effectively communicate the organization's value proposition, product and current partnerships. 7. Work with internal teams on behalf of clients to ensure the highest level of customer service. 8. Lead and motivate staff to improve customer service with clients. 9. Interface with technical support internally to resolve issues that directly impact partners. 10. Identify and build new business opportunities in target markets 11. Representing the business at conferences, trade fairs, and networking events.

Period of engagement:

We are looking for long-term engagement with a suitable candidate. Engagement models could be consultancy, retainership, advisory or similar and can be finalized based on discussion and mutual agreement.

How to Apply:

You can submit your application at the below-mentioned link :

https://docs.google.com/forms/d/13MyycGEpSV8Y4wpNfyPhgYd_IMbx1R4k20jnaG2GkEE/edit

An updated Resume, with qualifications & experience should be uploaded along with the application form. The last date for submitting the application form is 18.11.2022 closing hours 5.30 pm

General Instructions:

1. Interview will be conducted in Hybrid mode. No TA/DA shall be paid for attending the interview.
2. The requirements of minimum qualification, Age, and/or experience may be relaxed in the case of candidates with outstanding credentials.
3. The candidate is responsible for the correctness of the information provided in the application. If it is found at a later stage that any information given in the application is incorrect/false, the candidature/appointment is liable to be cancelled/terminated.
4. Candidates are requested to provide their active email Id/mobile phone numbers/landline phone numbers for easy communication.
5. Candidates shortlisted for interview will have to produce original documents for verification in support of their educational qualification and experience at the time of the Interview.
6. The incomplete application will not be entertained.
7. The Competent Authority reserves the right to increase or decrease the number of vacancies or defer or cancel the selection process at any stage without assigning any reason thereof.