

Cadila Pharmaceuticals Ltd.

Field Officer (Medical Representative)

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	PAN INDIA (JOB LOCATIONS ATTACHED)
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Sales
CTC	INR 240000
Category	Level 2 - General
Description	<p><u>Cadila Pharmaceuticals Ltd.</u> <u>https://www.cadilapharma.com</u> <u>Principal Tasks & Responsibilities of the role will be as mentioned hereunder.</u></p> <p>1) Achievement of Budgeted Sales Targets Achievement of overall Monthly Sales Targets leading to achievement of Annual Sales Targets Achievement of Brand-wise Sales Targets esp. for Thrust Brands Ensuring achievement of targets by in assigned territory and maximizing productivity Improve business hygiene by reducing sales returns & expiries Effective forecasting to ensure smooth availability & distribution of products Co-ordination with business partners/ distribution Ensuring achievement of collection targets</p> <p>2) Customer Development/ KOL Development Development of brand specific core customers & develop their business contributions Monitoring the efforts of field officers with specific focus on ensuring Dr Call Average of 12 and minimum 95% MCR coverage Supporting the implementation of strategic alliance programs for maximizing ROI from KOLs through ensuring periodical visits as mandated by HO Development & sustenance of relationships of KOLs through personal visits Periodically track the contribution from KOLs and ensure interventions under the guidance of SMs in protecting & developing the business from KOLs</p> <p>3) Product Development Identification and development of core customers for each product and maximizing their returns</p>

Developing mechanisms to track the performance progress of these products and addressing gaps if any

4) Effective Implementation of Marketing Programs

Ensuring effective implementation of marketing programs (CMEs/ Symposia/Camps etc) thereby develop key brands in each territory.

Periodically track the implementation of marketing programs and address the gaps if any

Preparation of action plans during cycle meetings with an objective of improving implementation

Tracking the efforts of team members in terms of call average and coverage through FRAMES and ensuring compliance

Implementation of local strategies under guidance of Managers.

5) Reporting & Administration

Timely PHYZII reporting of Self & ensuring the discipline of FOs in timely reporting of PHYZII as per timelines

Maintaining the secondary sales & primary sales records of assigned territory

Updation of MCR, Chemist list and Institution list on a periodical basis as mandated by HO

Ensuring effective DWP and implementation of the same

Ensuring discipline through control tools like STP, TP and other monitoring tools

Timely Submission of Expense Statement

Job Specifications

Ideal candidate would be a Science graduate

Good interpersonal skills, team work, analytical ability etc.

Good communication skills, attention to detail, execution skills

Open for Courses

- Jain - Arka Jain University Jharkhand

B.Sc

1. Biotechnology

B.Pharm

1. Pharmacy
2. Biological Science
3. Pharmacy

Eligibility Criteria

B.Sc

All students are eligible

B.Pharm

All students are eligible

Work Experience Criteria

No work experience based criteria defined yet!

Allowed Genders

[Y] Male students
[N] Female students
[N] Other Genders

Backlogs

Students with backlog(s) not allowed

Hiring Workflow

Online test

No Venue/Time specified

Technical interview

No Venue/Time specified

Additional Info

No additional information