

GlaxoSmithKline Ltd (GSK)

Sales Representative



Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Pan India

Date of Visit

Feb 18, 2025

Position Type

Full Time

Expected Hires

NA

Sector

NA

CTC

INR 410000 - 420000

Category

Level 2 - General

Description

About Company:

GSK plc (an acronym from its former name GlaxoSmithKline p l c) is a British multinational pharmaceutical and biotechnology company with headquarters in London. It was established in 2000 by a merger of Glaxo Wellcome and SmithKline Beecham, which was itself a merger of a number of pharmaceutical companies around the Smith, Kline & French firm.

GSK is the tenth largest pharmaceutical company and No. 294 on the 2022 Fortune Global 500, ranked behind other pharmaceutical companies China Resources, Sinopharm, Johnson & Johnson, Pfizer, Roche, AbbVie, Novartis, Bayer, and Merck Sharp & Dohme.

The company has a primary listing on the London Stock Exchange and is a constituent of the FTSE 100 Index. As of February 2024, it had a market capitalisation of 69 billion, the eighth largest on the London Stock Exchange.

Website: <https://www.gsk.com/en-gb/>

Job Purpose :

As a Sales Representative, you will develop the business sales plan for individual customers -Healthcare Practitioners (HCPs) to grow the business and set appropriate short-term objectives for customer calls. You will also work to achieve long term goals and execute territory business plans for the product mix to achieve and surpass sales objectives in the selected division.

Key Responsibilities :

Visiting assigned HCPs and Pharmacy Stores on a daily basis.

Scanning the environment in a given territory to understand

and establish channels (Customers) for increasing the access to GSK products.
 Position the brands by using the strategic inputs, promotional activities recommended by Marketing and based on market intelligence.
 Forecasting and Inventory Management at the distributor.
 Follow companys guidelines and SOPs for all internal and external business activities
 Prepare and execute business plan which is aligned with territory performance and strategic objective of the company.

Knowledge about:
 Acceptable level of Knowledge on Disease, Product and Compliance.
 Excellent understanding of Epidemiology and Competitive Market.
 Good understanding of business, territory and planning is essential to this role
 Skills:
 Excellent Networking and Communication.
 Information gathering and use.
 Business Analysis, Planning and Execution.
 Negotiation skills.
 Presentation skills.
 Interpersonal skills.
 High sense of initiative with a passionate, entrepreneurial spirit
 High learning agility.

Open for Courses

- Jain - Arka Jain University Jharkhand

B.Pharm

1. Pharmacy

Eligibility Criteria

B.Pharm	<i>All students are eligible</i>
Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with backlog(s) not allowed

Hiring Workflow

Pre-placement Talk

Venue : Virtual

Time : 18 Feb 2025, 11:00 AM IST

Group discussion

No Venue/Time specified

HR interview

No Venue/Time specified

Additional Info

No additional information