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First Line Sales Leader Jobs in Dubai | GSK

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Company: GlaxoSmithKline

Location: dubai

Category: other-general

1- First Line Sales Leader

Job: Full Time

Location: Dubai, UAE

Description: This role will act as First line sales leader in D&NE leading Dubai & Northern Emirates Respiratory team.

Lead and develop the team of Sales Field Force to deliver local strategy through effective coaching and support. Provide a highest level of understanding and interpretation of new HCP engagement guidelines to the team. Formulate, evaluate and implement compliance initiatives in line with global compliance practices. Job Responsibilities: Initiate and promote the development of direct reports by using a defined process

Maximize performance of team through regular coaching sessions

Support the team in developing tailored development plans fit to their career aspiration

Ensure that all-team members are getting fair opportunities for coaching & mentoring and time in field is fairly distribute Job Requirements: Science degree (preferably a Pharmacy Degree).

Minimum 7 years of experience in commercial roles with 2 years of people management experience.

Respiratory experience is a plus.

UAE experience is a must. #J-18808-Ljbffr

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