

## Healthcare Sales Manager Jobs in Dubai | Reckitt Careers

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Company: Reckitt

Location: Dubai

Category: other-general

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#### Scope of the role:

Part of the Gulf sales structure the Healthcare sales Manager is responsible for the healthcare distributors across Gulf as well as pharmacy channel customers, with oversight on healthcare portfolio sales in MT & TT. The incumbent will oversee the distributor's field sales team responsible for servicing these customers as well as the medical reps (dedicated & shared) in the country markets. The role has accountability for the full scope of Reckitt's commercial interaction with the distributors customers, ranging from the development of sales strategy per customer, the management of promotional activities, in-store execution, demand planning, forecasting and managing primary shipments and stock levels at the healthcare distributors.

#### Job Responsibilities:

Responsible for achieving objectives per customer – i.e. Net Revenue, COP, Gross Margin, Working Capital.

Building a long term partnership with the distributors & customers.

Responsible for accurate forecasting and stock management at the assigned distributors.

Responsible for the promotional strategy per customer, and promotional execution (including trade investment budget management, range and placement optimization)

#### Key Challenges:

Growth of net revenue and management of gross margin by customer (managing customer P&Ls)

Managing effective relationships with increasingly demanding retailers.

Effectively managing and driving Reckitt's presence and placement in highly competitive categories.

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