



**PHARMA HOLDINGS  
LIMITED**

**6<sup>th</sup> March 2018**

**JOB TITLE: BUSINESS DEVELOPMENT MANAGER**

**REF NUMBER : 03/PHL/2018**

**BACKGROUND:**

Pharma Holdings Ltd is a private limited Company registered in Uganda. The company aims at carrying out consultancy services in areas of Pharmaceutical product registration, product launch, talent acquisition, training of Medical representatives, Pharmacy auxiliary staff, Market survey and Pharmacy start up.

**Job Summary:** Pharma Holdings wishes to recruit a Business Development Manager who will assist the company to acquire new customers and sell additional products or services to existing ones.

**Key Duties and Responsibilities:**

1. Develop and execute the overall sales strategy to maximize market penetration in order to achieve sales targets.
2. Develop, organize, and integrate techniques and initiatives to acquire new customers and expand business with existing customers Identify new opportunities, markets, and customers that would be best suited for the company's products and services
3. Represent the organization at trade exhibitions, events, and demonstrations
4. Drive and maintain complete records of all sales related activities and submit all required sales reports, expenses, weekly schedules and activity reports in an accurate and timely manner.
5. Maintain a strong pipeline list of relevant opportunities
6. Provide monthly forecasts, updates, revisions, and modifications to the sales plan, prospects list, and pipeline
7. Ensure the highest levels of client satisfaction and quality service
8. Serve as the focal point for marketplace and competitive intelligence
9. Negotiate the terms of an agreement and close sales
10. Initiate and manage bidding process for jobs
11. Liaising with Recruitment consultants on progress of jobs, keeping client informed

**Education, Skills and Experience:**

1. The ideal candidate must be a non-pharmacist between 25 to 35years of age with a Diploma in marketing
2. Three years of related sales experience
3. Able to work in a fast-paced, high-energy environment
4. Computer savvy in Microsoft Office applications and other standard software related to sales and marketing
5. Experience with generating and managing significant growth
6. High level of intelligence, integrity, energy and resourcefulness
7. Excellent written and verbal communication skills
8. Ability to work under minimal supervision

**APPLICATION PROCEDURE**

Hand deliver or Email your CV, Copies of academic certificates and application letter to [info@pharmaholdingsug.com](mailto:info@pharmaholdingsug.com).

Please note that only selected applicants will be contacted on phone.

Application deadline is **Friday 23<sup>rd</sup> March 2018 at 3:00pm.**