

CAMPUS PLACEMENT DRIVE



GlaxoSmithKline

Designation : Medical Business Associates
Eligibility : Bachelor's degree in Science Stream /
B. Pharmacy
Salary : CTC 3.78 Lakhs

20th April 2019 | Auditorium Career Point University, Hamirpur

For Selection Criteria & Eligibility Visit: www.cpuh.in or Call: 88947-18244, 94180-91079

CAREER POINT
UNIVERSITY
— HAMIRPUR —

Frontline Sales Roles

Job Title : - Medical Business Associates. (MBA) & Key Accounts Executive (KAE)

Job Responsibility:-

- To drive demand for Health Care Practitioners (HCPs) to prescribe GSK medicines, within indication, for appropriate patients.
- Develop and manage a territory with the goal of maximizing prescriptions.
- Meet call goals while focusing on top HCPs.
- Host product presentations to specific HCPs.

Skills / Qualifications:-

- Bachelor's degree in Science stream / B. Pharmacy.
- Networking with doctors and physicians.
- Being self motivated .
- Being patient focused and understanding.
- Time management.
- Planning .
- Managing interpersonal relationships.
- In clinic effectiveness .
- Strong work ethics and customer focus orientation.
- Excellent communication .

CTC :- Rs :- 3.78 Lakhs PA + DA+ Performance Incentive
