

# Management Trainee

Sanghavi Care

## Job Description:

If you are charged up by accomplishing targets and not by excuses, if you want to become an early stage leader, if you have it in yourself to turn the world upside down to achieve what you want to achieve, if you want a growth curve in your professional career whose third derivative is positive, if you want to lead the distribution of some of the hottest pharma implant products, if you want to gain an edge over corporate & client management skills, if you want to become a co-author in writing a chapter in the success saga of Sanghavi Care, **then this role is meant for you.**

We are a leading pharma-surgical distribution brand unlocking seamless supply of healthcare products at clinics and hospitals. The position of management trainee shall provide a holistic view of management in the corporate world. This role will involve sales & marketing of some of the leading pharma implants in the country to several healthcare professionals.

## Roles & Responsibilities:

- Link business deals with clients (healthcare professionals) through meetings and operation theater attendance to understand product technicalities
- Present, promote and sell products/services using solid arguments to clients (healthcare professionals)
- Establish, develop and maintain positive business and client relationships
- Expedite the resolution of client problems and complaints to maximize satisfaction
- Coordinate sales effort with team members and other departments
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

## Requirements & Skills:

- 0-1 years of experience in marketing or sales or related field
- Highly motivated and target driven
- Relationship management skills and openness to feedback
- Sound knowledge of MS Office
- Bachelor's degree or master's degree, preferably in engineering or science
- **Proficiency in Marathi** will be a plus

**Key leadership:**

Shailesh Shah : 25+ years into pharmaceutical distribution | M.E. Structures (WIT)

Chetan Shah : 25+ years into pharmaceutical distribution | Diploma, Pharmacy

Pranav Shah : 4+ years in Strategy | B.Tech (IIT Bombay)

Vishal Jain : 10+ years into pharmaceutical distribution | Bachelor in Commerce