



Example of Sales & Relationship Manager Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is hiring for a sales & relationship manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for sales & relationship manager

- Enhance, build and grow relationships with executives at Broker Dealer (BD) Firms and Centers of Influence
- Conduct regular site visits in addition to conference calls and email communications (derived by segmentation tool)
- Experience in either the equity, fixed income or derivatives markets, preferably from a front-office perspective
- Knowledge of trading needs
- Working with Sales Coordinator to help compile reports for sales meetings
- Keeping and recording up-to-date pipeline of opportunities
- To lead the CR Team with direct responsibility for both the Sales Team (8 members) and the co-ordination of other customer-facing roles
- To develop, build and maintain a pool of highly effective stakeholders and core customers to further reinforce the image and reputation of Novartis Oncology
- To monitor the market dynamics of the Region, including the competition and the healthcare environment with the aim of anticipating challenges and of ensuring that our strategy and tactics meet the needs of the patient and reflect customers' insights
- To create and deliver the cross-functional Territory Customer Plan within the national plan (strategy & tactics)

- To co-ordinate input from CRTeam members in order to propose centres of a higher standard for the development of high quality clinical trials
- To engage, motivate, develop and coach individuals and teams to realize their maximum performance and potential
- To leverage the team's knowledge, (both functional and cross- functional) skill-set and competencies to deliver the right solution to the right patient relative to their own particular regional environment
- To take full responsibility for conducting individual performance appraisals and for coaching in the field
- To collaborate with their BF Head in setting performance management objectives based on customer-integrated plans and sales-specific targets
- To keep fully up to date with NP4 and country legislation and ensure that all internal regulations and processes are followed