

## Strategic Alliance Specialist

### JOB DESCRIPTION

#### Business Development

- a. Promote the company's existing brands and products to current and new market segments online and offline. Introduce new products to the market.
- b. Analyse budgets, prepare the annual budget plans, schedule expenditures.
- c. Manage and ensure that the sales team meets their target and goals.
- d. Implement new sales plans, directions and advertising, online and offline.
- e. Identify and nurture strategic partnership to drive sales.
- f. Ensure all sales transaction are completed in timely manner and comply with compliance.
- g. Maintain relationships with important clients by making regular visits, understanding their needs and anticipate new marketing opportunities.
- h. Stay current in the industry by attending educational opportunities, conferences and workshops, reading publications and maintaining personal and professional network.
- i. Create monthly revenue growth, to implement goal setting to each account brought in.
- j. Monthly progressing report to Management.
- k. Individual KPI : Key Performance Index review based on Goal Setting concept.

#### Product Development

- a. Research and develop marketing opportunities and plans, understand consumer requirements, identify market trends and suggest product improvements to achieve the company's marketing goals.
- b. Gather, research and summarize market data and trends for management.
- c. Recruit, train and schedule, and coach and manage marketing and sales teams to meet sales and marketing objectives.

### JOB REQUIREMENT

- Minimum Bachelor Degree in any field, preferably in Science.
- 3 to 5 years of working experience in the pharmaceutical industry will be an advantage.
- Working experience in Stem Cells/Cellular therapy will be additional advantage.
- Valid driving license and possess own vehicle.
- Self-motivated, proactive, and good interpersonal skill.
- A great team player who is also able to work independently.
- Creative thinking to deliver sales preach.