

## Sales and Product Specialist

Company name; Aduvo Diagnostics Pvt. Ltd.

Job location: Mumbai, Maharashtra, India

### Job description

*This job offering is specifically candidates with 1-3 years of experience in Sales and Marketing (**Medical device sales Background will get more preference**).*

### About company:

Aduvo Diagnostics is a Deep Tech Medical Company, aimed at developing advanced diagnostics solutions. We are a start-up, having expertise in Optics, Electronics, Microbiology and Artificial Intelligence.

*We are looking for a Sales and pProduct Specialist, who can provide pre-sales and post-sales product demonstration, conduct trainings to Healthcare professionals, ensure better customer support and relationship.*

- **This job is a field based (non-office based) position**
- **Location - Mumbai, MH**

### JOB DESCRIPTION:

Candidates have regional responsibility for sales results and market share growth for Aduvo's products. Based on regional sales targets, you will ensure that these targets are implemented and achieved. It is important that you build and maintain a good customer network and report to Head of Sales ( West).

### Tasks/responsibilities of a Product Specialist:

- Understanding about Aduvo Product and ability to communicate effectively to customers (Healthcare Professionals) and demonstrate the product.
- Building and maintaining regional customer network;
- Achieving set commercial objectives;
- Visiting the target customer groups based on the account plan;
- Organize meetings with target customers;
- Representing the organization at local, regional and national symposia and congresses;
- Active collaboration with marketing, sales and medical (or clinical) colleagues within the company;
- Preparing, giving and following up on group presentations;
- Co-inventing, setting up and implementing medical, marketing and sales projects to increase market share development and customer satisfaction;

**Reg Address: 1/206 N.C. Balaiah Nagar, Nawabpet, Nellore, Andhra Pradesh 524002**

**Business Address: Unit 18, Golden Jubilee Biopark for Woman, 4<sup>th</sup> Main Road, 2<sup>nd</sup> Cross Street, Inside SIPCOT IT Park, Siruseri, Chennai 603103**

---

- Reporting your visits, projects and activities in a customer relationship management (CRM) system.

**Your background and profile:**

- Appropriate Bachelor or Master education, for example in a Biomedical, Biotechnology, electronics or basic sciences related fields;
- Good communication skills in English and Hindi or Marathi
- Networker with excellent communication skills, dynamic, team player with a customer-oriented attitude;
- Ability to negotiate;
- Driven personality;
- Self-starter;
- Monitor deadlines;
- Project management skills;
- Interest in the Woundcare industry and market developments;
- Living in the region where you are going to work.

**Screening question**

Answer to these queries while sending your resume

- This job is a field based (non-office based) position. Are you fine with travelling to different customer locations daily?
- This job is ideal for candidates with Background in Sciences, Sales and Management OR candidates with 1-3 years' experience in Medical devices. Do you fall under this category?
- The job location is Mumbai - Please let us know if you can relocate to Mumbai ?
- Our Salary offering is 3LPA. What is your salary expectation in LPA ?
- We must fill this position urgently. Can you start immediately?