

Commercial Sales & SFE Manager

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Company: Lilly

Location: Istanbul

Category: other-general

We're looking for people who are determined to make life better for people around the world.

In the Responsibility of Commercial Sales Manager

Selecting new wholesalers in accordance with Lilly procedures, managing partnerships with existing wholesalers, developing sound relationships with these customers.

Tracking the stock levels at wholesalers while providing accessibility to Lilly products.

Leading District Sales Coordinator (DSC) and Comm. Sales Associate.

Monitoring and managing sales order processes by leading the third party outsourced team (order management is outsourced to our LSPs).

Implementing sales campaigns: propose the strategy based on most recent market dynamics, gain all internal approvals, track results, ensure appropriate customer billing, perform after the fact analysis.

Sharing the best practices on pharmacy base with the marketing team, creating action plans.

Ensuring the management of tenders of Lilly products in Turkey & N.Cyprus.

Tracking the private hospital sales and tenders.

Elaborating alternative sales strategy proposals, share them with relevant stakeholders and implement the approved initiatives.

Ensuring effective communication between the company and the wholesalers while timely and accurately leading the Distributors Committee and following the related Governance.

In the Responsibility of Sales Force Effectiveness Manager

Being an active ambassador for SF effectiveness, working with sales management to provide data-driven guidance to Sales and Marketing for improved efficiency.

Collaborating with senior management for the sizing and evaluation of the sales force.

Collaborating with Sales Management on the design of the sales targeting process for each brand, proactively identify gaps & provide solutions.

Leading the Sales Ops. Associate to prepare IQVIA sales reports and share with SF on a regular basis (Sales Realization, SoM, Performance Ranking, ... etc.)

Leading the Sales Ops. Associate to prepare and distribute Sales Target & SPP Reports monthly and quarterly.

Managing deployment of SF's brick structure and updating reporting systems accordingly. Identifying performance gaps related to deployment and propose solutions.

Managing Lilly Customer Targeting and Segmentations process when needed.

Working with incentive committee to design Sales Incentive program. Accordingly implement the Sales Incentive SOP & Prepare Incentive payout reports quarterly in collaboration with HR teams.

Overseeing/ Supporting IDP training about Lilly Sales Operations to new-hire SRs (to be delivered by Sales Ops Assoc)

Personal Data Protection

Act in accordance with respecting privacy and other relating procedures.

Soft Skills

Coaching,

Strategic and Critical Thinking,

Building Partnership and Good Communication,

Planning and Organization,

Adaptability.

Technical Skills

Experienced user of MS Office programs.

Proficiency in written and spoken English.

Assets

Experience in SAP

Other Qualifications

No barrier to travel.

Excellent analytical skills

Lilly does not discriminate on the basis of age, race, color, religion, gender, sexual orientation, gender identity, gender expression, national origin, protected veteran status, disability or any other legally protected status.

#WeAreLilly

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