

GLAXO SMITHEKLINE - RECRUITMENT DRIVE || B.PHARMA || Last Date of Apply: June.08, 2024 by 10 AM Sharp. || 2024 passing outs.

Dear Students,

Greetings of the Day

GLAXO SMITHEKLINE - RECRUITMENT DRIVE is being scheduled for B.Pharma, 2024 passing out batch. Registration Link for the same is given below and the last date of apply is June.08,2024 by 10AM Sharp. It is mandatory for all the Eligible Students to apply for the same. T&P Faculty Coordinators ensure that each Eligible student applies for the Recruitment Drive.

Registration Link: <https://forms.gle/7jcy6jHRgEncdBpM6>

Last Date of Apply: June.08, 2024 by 10 AM Sharp

Job Description Link:

<https://docs.google.com/document/d/1h2neDgC8KZ2UFQHxq1Gekn9jPoiJ2wE14dzF0R6FLos/edit?usp=sharing>

Note: Detailed Job Description & Eligible Student List is attached for your reference.

Company Name:	GlaxoSmithKline Pharmaceuticals Ltd (IT IS A HARDCORE SALES JOB APPLY ONLY IF YOU ARE INTERESTED IN SALES JOB & FIELD JOB.)
About Company :	GSK is a global biopharma company with a special purpose - to unite science, technology and talent to get ahead of disease together - so we can positively impact the health of billions of people and deliver stronger, more sustainable shareholder returns - as an organization where people can thrive. Getting ahead means preventing disease as well as treating it, and we aim to positively impact the health of 2.5 billion people by the end of 2030. Our success absolutely depends on our people. While getting ahead of disease together is about our ambition for patients and shareholders, it's also about making GSK a place where people can thrive. We want GSK to be a workplace where everyone can feel a sense of belonging and thrive as set out in our Equal and Inclusive Treatment of Employees policy. We're committed to being more proactive at all levels so that our workforce reflects the communities we work and hire in, and our GSK leadership reflects our GSK workforce.

Official Website :	https://india-pharma.gsk.com/en-in/company/at-a-glance/
Course & Branch :	B.Pharma
Cut-off :	IT IS A HARDCORE SALES JOB APPLY ONLY IF YOU ARE INTERESTED IN SALES JOB & FIELD JOB.
Registration Link:	
Last Date of Apply:	June.08, 2024 till 10AM sharp
Batch :	2024 passing outs
Salary Bifurcation (Fixed + Variable) :	Territory Sales Executive: 3.73 LPA DA plus performance incentive plus cashless hospitalisation for self plus parents if he or she is a bachelor else spouse and 2 kids, Depending upon the Performance you will be Promoted as Medical Business Associate with CTC: 4.10 LPA with Benefits.
Designation :	Territory Sales Executive
Roles and Responsibilities :	<p>Visiting assigned HCPs and Pharmacy Stores on a daily basis</p> <p>Scanning the environment in a given territory to understand and establish channels (Customers) for increasing the access to products.</p> <p>Position the brands by using the strategic inputs, promotional activities recommended by Marketing and based on market intelligence</p> <p>Forecasting and Inventory Management at the distributor</p> <p>Follow company's guidelines and SOPs for all internal and external business activities</p> <p>Prepare and execute business plan which is aligned with territory performance and strategic objective of the company</p>
Selection Process :	Pre Placment Talk
	Group Discussion or Aptitude Test
	Personal Interview (Managerial or HR).
Campus Interview Date :	Will Be Informed Later
Interview Location :	Virtual / OnCampus
Tentative Joining Date :	July,2024

Joining Locations :	Uttarpradesh & Uttaranchal
Gender Preference :	NA
Bond to be Signed :	NA
Job Segment :	As a Sales Representative, you will develop the business sales plan for individual customers -Healthcare Practitioners (HCPs) to grow the business and set appropriate short-term objectives for customer calls.You will also work to achieve long term goals and execute territory business plans for the product mix to achieve and surpass sales objectives in the selected division.
Specific Requirements :	Excellent Networking and Communication Information gathering and use Business Analysis, Planning and Execution Negotiation skills Presentation skills Interpersonal skills High sense of initiative with a passionate, entrepreneurial spirit High learning agility

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Rishabh Singh 

Executive Manager -Training & Placements |

BBD Educational Group

☎: +91-9453377115;+91-6392120492

✉: placement@bbdu.ac.in ; www.bbdgei.ac.in

📍: BBD Educational Group,

Lucknow Campus, Uttar Pradesh

