

STRAND LIFE SCIENCES

Campus Recruitment – 2017 Batch

Website	:	www.strandls.com
Date	:	9 September 2016
Time	:	9:00 am
Venue	:	J-2 Block Auditorium, Amity University Sector 125 Noida
Eligibility Criteria	:	1) B.Tech/ BSc/ M.Tech/ B.Tech + M Tech (Dual)/ B Sc + MSc (Dual)/ M Sc (Biotech & Bioinfo) 2) Proven command over MS Office tools. 3) Excellent interpersonal and communication skills. 4) Excellent prioritization, organizational and time management skills. 5) Willingness to relocate and travel – 70% travel expected.
Job Title	:	Position 1: Coordinator – Clinical Business Position 2: Executive – Clinical Business
Salary Package	:	3.00 LPA

Job Description

Position 1

1. Proactively seek and identify requirements from the field sales team and bring them to management's attention for proper action to be taken.
2. Analyze and consolidate sales data from various Strand tools to generate useful and actionable insights.

3. Create training programs for sales staff in order to improve their expertise on back end processes.
4. Create travel calendars for the scientific teams traveling to the field for scientific discussions.
5. Draft and review contractual agreements for all existing and prospective clients of Strand Life Sciences.
6. Follow up with clinicians/patients and give after-sales support as needed.
7. Work closely with the sales team to ensure the adequacy of sales-related equipment or marketing collateral.
8. Assist in the preparation and organizing of promotional material or events

Position 2

1. Financially accountable to achieve the quarterly and yearly targets in the assigned geographical region.
2. Identify & manage professional relationships with key customers. Understand customer challenges and needs. Nurture relationship with various healthcare stakeholders within geographical area.
3. Responsible for coordinating sample shipment from patient/ hospital to Strand lab.
4. Responsible for timely payment collection and updating of records.
5. In cooperation with Leadership and Marketing teams, drive Strand Life Science's marketing events in assigned area.
6. Maintain up to date market and competitor knowledge related to the Strand Life Sciences products and services solutions and ensure that teams strengthen their knowledge on how to differentiate the Strand offering.
7. Act as a primary customer point of contact in the region and ultimately be accountable for issue resolution for assigned region.
8. Prompt implementation of all administrative responsibilities

Documents Require (Mandatory)

1. Hardboard for Writing Exam (Must Bring)
2. Stationery Items (Stapler, Glue Stick, Pen, Pencil etc.)

3. Campus ID Card (Mandatory)
4. College ID Card (Original + Photocopy)
5. Passport Size Color Photos (5 Nos.)
6. Attested Photocopies of all Mark sheets (X, XII, Graduation, Post Graduation)
7. Updated Resume (5 Nos.) 8. A4 sheets for rough work (Min 20 Rough Sheets)

Best Wishes

Prof. (Dr.) Ajay Rana
Advisor & Director