



GURU NANAK INSTITUTE OF PHARMACEUTICAL SCIENCE & TECHNOLOGY

157/F, Nilgunj Road, Sodepur, Panihati Kolkata-700114

Ref No. GNIPST/NOTICE (Placement)/186/134/2025/C/028

Date: 25.03.2025

NOTICE

Training and Placement Cell of GNIPST would like to inform you that **M/s Abbott** is looking forward to conducting a Campus Interview Drive for the under mentioned position for **B.Pharm (Graduation year 2025)**.

Position Details:

Job Profile : Territory/Therapy Business Manager

Job Function : Sales

Roles and Responsibilities

Area Business Planning:

- Develop monthly and quarterly business plans.
- Plan demand generation and fulfillment.
- Monitor sales performance and implement corrective measures.
- Conduct prescription audits for Abbott brands and competitors.
- Create and update a customer list of doctors and chemists as per product requirements.
- Identify potential markets and appoint distributors/customers in alignment with business goals.

Business Generation & Development:

- Achieve sales targets (monthly, quarterly, half-yearly, and yearly).
- Promote products ethically to doctors and chemists.
- Conduct scientific discussions with healthcare professionals.
- Organize CME camps as per division strategy.
- Assist in successful product launches by identifying and targeting the right customers.
- Implement customer management plans and ensure KPIs are met.

Brand Management:

- Ensure Abbott brand visibility at retail outlets.
- Plan and participate in retail meets, market blitz, and promotional events.

Eligibility Criteria:

- Qualification : B.Pharm (Graduation Batch 2025)
- Skills Required : Good communication and analytical skills
- Experience : Freshers are welcome

Apply within: 26th March, 2025. (3:30 pm)

Application links - (All of you must apply through both the links)

Link 1: <https://forms.gle/xK87kpoKaavbfoCi7>

Link 2: <https://forms.gle/FPYvwPhfVtCjvVEMA>

For any queries students may contact the undersigned.

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