

Assistant Manager Sales

Description

The Assistant Manager Sales will be responsible for driving sales and managing lead generation processes to increase patient acquisition and retention. This role requires a proactive individual with strong sales skills, excellent communication, and the ability to collaborate across various departments to achieve sales targets.

Responsibilities

- Lead Management:**
 - Collection of Leads:** Gather and manage all incoming leads from various sources.
 - Conversion of Leads:** Develop strategies to convert leads into patients.
 - Identify Lead Sources:** Identify and analyze the most effective sources of leads to optimize lead generation efforts.
- Patient Retention and Referrals:**
 - Repeat Patients:** Develop initiatives to encourage repeat visits from existing patients.
 - Patient Referrals:** Implement referral programs to encourage patients to refer friends and family.
- Feedback and Reviews:**
 - Patient Feedback:** Collect and analyze feedback and reviews from patients to improve services and patient satisfaction.
 - Review Management:** Address any negative feedback promptly and effectively to maintain a positive reputation.
- Follow-up Communication:**
 - Follow-up Calls:** Conduct follow-up calls with potential and existing patients to ensure their needs are met and to encourage repeat visits.
- Data Management:**
 - Data Analysis:** Maintain and analyze sales data to track performance and identify areas for improvement.
 - Database Management:** Ensure the accuracy and confidentiality of patient and lead information.
- Collaboration:**
 - Interdepartmental Collaboration:** Work closely with the marketing, PR, and medical teams to ensure cohesive sales strategies.
 - External Collaboration:** Collaborate with external partners and stakeholders to enhance lead generation and conversion efforts.

Qualifications

- MBA or Master's degree with a minimum of 2 years of relevant experience.
- Graduate degree with a minimum of 6 years of relevant experience.

Hiring organization

VIROC Super specialty Orthopedic Hospital

Employment Type

Full-time

Beginning of employment

Immediate

Duration of employment

Full Time, Permanent

Industry

Healthcare

Job Location

Vadodara

Working Hours

10 am to 6 pm

Base Salary

Rs. 3,00,000

Date posted

June 6, 2024

Valid through

31.07.2024