



Job Description			
Job Title:	Manager – Sales		
Function:	Sales	Report to:	TL Sales
Location:	Rabale, Navi Mumbai	Position Type:	Full Time
About Immunoadoptive Cell Therapy Private Limited.			
<p>ImmunoACT was incubated in IIT Bombay in 2018 and is doing cutting edge work in the space of cell and gene therapy to treat various diseases including cancers, and auto immune disorders. Its first state-of-the-art GMP facility in Mumbai has been operational since 2022 to scale its production and commercialize its patented CAR-T therapies pipeline, beginning with therapy candidates for B-cell malignancies.</p> <p>ImmunoACT's Strategic Investor partner, Laurus Labs Limited is a leading Indian pharma company headquartered in Hyderabad with global presence and is listed on the Indian stock exchange with market cap of ~USD 3 Bn.</p> <p>Our Vision: To be a Leader in Cell & Gene Therapy for Patients' Long-Term Cure through Translational Research in India & beyond</p> <p>Our Values:</p> <ul style="list-style-type: none">• Accessible and affordable to all• Cutting edge research• Transforming ideas to reality <p><i>Become a part of this revolution in healthcare industry and grow your career with us.</i></p> <p>Website – https://www.immunoact.com/ - Visit our website, understand about us. LinkedIn Profile - https://www.linkedin.com/company/immunoact/</p>			
Roles and Responsibilities			
<ul style="list-style-type: none">• Identify and Establish partnerships with key public and private oncology treatment centers in India, for the purpose of expanding access to ImmunoACT's gene-modified cell therapies.• Creating sales forecasts and projections for the Indian market, and developing zone-specific strategies for market penetration• Making budgets and costing for CAR-T supply to each treatment center.• To co-ordinate with key points of contact between lead clinicians and hospital administrators at each of ImmunoACT's partnered treatment centres, to run all hospital sales via a centralized database.• Extensive travel in India and abroad towards expanding patient in-take and hospital tie-ups.• To lead a team that performs these activities and managing the same.			
Qualifications and Educational Requirement			
<ul style="list-style-type: none">• M. pharma or M.sc Biotechnology. Preferable MBA.• 10 + year's work experience in commercial and/or business development role (B2C) in a bio-pharma company or pharma consulting organization. An additional 2–3-year technical work experience would be an advantage			

Desired Qualities	
	<ul style="list-style-type: none"> • Leadership qualities • Establish networks with hospitals. • Experience in India in B2C sales • Excellent relationship management, communication, interpersonal and influencing skills • Time Management • Problem solving approach • Requires strong computer skills - knowledge of Microsoft office packages • Reporting skills • Critical Thinking • Flexibility • A Team player
Compensation	Compensation and other perquisites would not be a constraint for the right candidate
Email Id	jobs@immunoact.com