



JOB DESCRIPTION

Sales Manager - GCC

Emmaus Medical, Inc. is a biopharmaceutical company, located in Torrance, CA (Los Angeles County), engaged in the discovery, development and commercialization of innovative treatments and therapies primarily for rare and orphan diseases. We are initially focusing our product development efforts on Sickle Cell Disease, an inherited genetic disorder. Our mission is to improve the lives of people in need.

POSITION SUMMARY:

As a Sales Manager, you will be responsible for leading and managing the sales team in the GCC region to achieve sales targets, build customer relationships, and drive revenue growth. You will be responsible for implementing sales strategies, monitoring market trends, identifying new business opportunities, and ensuring customer satisfaction. The position will be based in Dubai, UAE and will report to the VP – Head of MEA and will also work closely with cross-functional teams such as marketing, medical, regulatory, and supply chain to ensure smooth business operations and successful product launches.

KEY TASKS AND RESPONSIBILITIES:

- Develop and implement sales strategies and plans to achieve sales targets and business objectives in the GCC region.
- Lead, mentor, and motivate the sales team to achieve individual and team performance goals.
- Monitor market trends, competitor activities, and customer needs to identify new business opportunities and stay ahead of the competition.
- Build and maintain strong relationships with key customers, including hospitals, clinics, pharmacies, and other healthcare institutions.
- Conduct market research, gather customer feedback, and provide input to marketing and product development teams for the development of marketing campaigns, promotional activities, and new product launches.
- Monitor sales performance and provide regular sales reports to senior management, including sales forecasts, market share analysis, and sales trends.

- Collaborate with cross-functional teams such as medical affairs, regulatory, supply chain, and finance to ensure timely product registration, product availability, and smooth order processing.
- Participate in industry conferences, trade shows, and customer events to promote company products and services, and enhance the company's brand image in the market.
- Stay up-to-date with industry trends, regulations, and competitor activities to ensure compliance with local laws and regulations and adapt sales strategies accordingly.

SKILLS AND REQUIREMENTS:

- Pharmaceutical industry background with at least ten years experience in pharmaceutical sales with minimum of three years with competent and consistent performance as a sales manager is a must.
- Two years in key account management is a plus.
- Specialty Medicine, Hematology, Oncology and/or Rare Disease is preferable.
- Experience in the Gulf pharmaceutical market is a must.
- Strong scientific knowledge and ability to interpret scientific data.
- Strong strategic and problem-solving skills required.
- Ability to work within a team and as an individual contributor in a fast-paced, changing environment.
- Excellent written and verbal communication skills complemented with the ability to solve problems independently.
- Result oriented, hardworking, with excellent communication and presentations skills.
- Ability to meet deadlines and handle challenging assignments.
- Agile mindset.

MINIMUM REQUIREMENTS:

- Bachelor's degree in business, pharmacy, or related field.
- Minimum of 10 years of experience in pharmaceutical sales, preferably in the GCC region.
- Proven track record of achieving sales targets and driving revenue growth in the pharmaceutical industry.
- Strong leadership skills with the ability to lead, motivate, and develop a sales team.
- Excellent communication and negotiation skills, with the ability to build and maintain relationships with key customers.
- In-depth knowledge of the GCC pharmaceutical market, including regulatory requirements, market trends, and customer needs.
- Ability to analyze sales data, market trends, and competitor activities to develop effective sales strategies.
- Proficient in Microsoft Office suite (Word, Excel, PowerPoint).
- Fluent in English and Arabic, both written and spoken.
- Self-motivated, a strong team player, and be able to work under pressure with good coordination skills.

COMPLEXITY OF WORK:

Requires good verbal and written communication skills, tact, accuracy, and the ability to prioritize work and work well under extreme pressure. Ability to work independently and interface with various levels of administration and management. Must maintain all levels of confidentiality and have a professional, positive attitude towards the job.

SUPERVISION OF OTHERS:

None.

RESPONSIBILITY FOR ACCURACY AND SERIOUSNESS OF ERROR:

Errors have the potential to be extremely costly. Problems can arise if duties are not fully or properly performed (e.g., grant deadlines are not met). Financial loss to Emmaus Medical can result from errors.

HANDLING CORRESPONDENCE:

Incoming correspondence includes but is not limited to distributing and responding to various items related to a specific study or product or other Emmaus Medical business information. Outgoing correspondence includes but is not limited to meeting materials, letters, marketing materials, and memoranda.

RESPONSIBILITY FOR CONFIDENTIAL INFORMATION:

The majority of information processed by the Sales Manager is extremely confidential and requires utmost discretion in handling. In addition, the Sales Manager is often referred sensitive requests for information, which may involve other office staff. The Sales Manager is required to keep this information confidential and not discuss it with the other staff members in the office.

UNUSUAL JOB REQUIREMENTS:

May be required to perform other duties as appropriate to the needs of Emmaus Medical that are not listed and in addition to this job description.