



JOB DESCRIPTION

Division: GC Aesthetics	Location: China or South Korea
Job Title: Asia Pacific Regional Manager (APAC)	Department: GCA Management Leadership Team

<p>Responsible to: Chief Executive Officer</p> <p>Purpose of Job</p> <p>Responsible for growing and developing the GC Aesthetics organisation and overseeing the development of our business throughout the region. Lead and Manage the Direct Sales organisation for GC Aesthetics in region, supporting the strategy development, recruiting, leading and motivating the team.</p> <p>Main responsibilities:</p> <ul style="list-style-type: none"> • Drive the sales plans and budget for the region; ensuring cash collection resolution is effectively managed. • Establish, manage and develop a regional organisation to deliver performance and profitable growth • Achieve the Sales Target in terms of volumes and profitability; leading the team to exceed targets. • Capture increased market share, and enhance the GC Aesthetics Brand awareness in the country. • Build up and educate the regional team, and provide coaching and training. • Bring more experience of value selling, sales management and people development, to build up and maintain a competitive, sustainable and growing team • Work with Marketing to define the long term product, market strategy, in order to enhance Brand recognition and raise the customer satisfaction. • Work with sales and manufacturing teams to ensure that we have coverage of the regional market and deliver our product on time whilst embodying our We Care philosophy as we develop the business. • Establish long term and good relationships with senior customers to establish strategic business partnerships. Ensure frequent contact with key customers on a country basis. <p>Qualifications & Experience:</p> <ul style="list-style-type: none"> • Graduate level (life sciences desirable) with at least 5 years P&L & Sales management experience with a demonstrable track record of achievement at individual and team level. • Knowledge of pharmaceutical, medical device, surgical aesthetics or medical consumable markets. • B2B or key account management experience and contract negotiation • Demonstrable knowledge of regional market purchasing landscape and market drivers • Evidence of ability to coach, develop and grow individuals on the team
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This job description is written at particular time and does not represent every aspect of the role to be performed. It is non-contractual and subject to change to meet the needs of the business.

I accept this job description as an outline of the role I am being asked to perform:

Signed:

Date: