



GROUP
"Believe in us"

JOB DESCRIPTION

ROLE: Pricing Executive and Irish Buyer

SALARY AND BENEFITS: Negotiable

REPORTS TO: Manager – Pricing & Buying

LOCATION: Vadodara

JOB TIMING: 9:00am to 6:00pm UK Time

PRIMARY RESPONSIBILITIES

This role is responsible to prepare monthly price lists with an aim of achieving optimum sales with increasing profits. Set up best pricing mechanism with in-depth market knowledge for the better output. Ordering and Monitoring Stock Levels. Use Weekly stock and order reports to monitor and order less than 2 weeks stock. Chase up outstanding orders and place new orders to achieve maximum product availability. Negotiate buying prices to reduce cost and increase profitability. Each week review overstocks and reports these to the Manager with promotional recommendations.

SECONDARY RESPONSIBILITIES

- Knowledge of pricing information based on reimbursement prices criteria such as Category M and PPRS.
- Competitor's information.
- Monitoring and rectifying pricing errors.
- Analysing and monitoring product wise margins.
- Providing accurate market information.
- Increasing market share in existing markets and maximise new business development opportunities.
- Excellent analytical skills.
- Good planning and organisational skills.
- Product wise promotion strategy which suits company at the best.
- Overview of overstocks, short dated & profitable products.
- Monitoring Sales and Margins.
- Promotions.
- Sales Analysis.
- Competitor Information.
- Communication.
- Transferring stock.
- Miscellaneous Commercial Projects.



ESSENTIAL EXPERIENCE, SKILLS AND ABILITIES

- Essential pharmaceutical knowledge.
- Competent to Microsoft Excel skill.
- Proven commercial capability.
- Excellent Communication skill.
- Sharing ideas and facts.
- Numerate and analytical.
- Ability to take initiative and complete tasks efficiently and accurately.
- Co-ordination with sales and purchase team.
- Ability to work calmly under pressure.
- Delivering results.
- Decision making and problem solving.
- High degree of self-motivation, self-discipline and enthusiasm to succeed.
- Good at budget and report writing skill.
- Sound business acumen.
- The ability to bring the company's vision into life.
- Understanding of marketing and telesales.