

## Pharmacy Channel Senior Manager – Ho Chi Minh City, Vietnam

Do you have the passion to improve the pharmacy practice in Vietnam? Now you have the opportunity to join mClinica, a fast-growing international Healthcare Technology company operating in 6 countries in Southeast Asia. Our mission is to improve the healthcare for 500 Million people in our markets by strengthening pharmacies, pharmacy professionals and their ability to serve patients.

We are looking for a motivated and experienced **Pharmacy Channel Senior Manager** to join our team in HCMC. The Channel Manager is responsible for securing, maintaining, and expanding relationships with pharmacies, distributors, and pharmaceutical companies as well as building and leading a sales and operations team. We are looking for highly-motivated individuals, with exceptional interpersonal and relationship building skills, who would like to get real hands-on experience in building a large-scale business in the Pharmaceutical Industry.

### Your tasks and responsibilities:

- Establish and maintain strong partnerships with key distributors, pharmacies and pharmaceutical companies in the region with a focus on supply and operations
- Recruit, build and lead a top sales and operations team
- Develop trade marketing and product campaigns in the pharmacy channel
- Conduct market surveys to define pharmacy needs and to create a successful launch strategy
- Craft and implement channel sales strategies to meet sales quotas; facilitate all transactions and communications with accounts
- Negotiate contracts and growth plans with current and prospective channel partners
- Acquire new users for our platforms, increase engagement and retention of users by being part of the strategy development
- Work closely with mClinica's COO and an international team of experts
- Focus on both short and long-term results and build sustainable business processes

### Your profile:

- Possess a Bachelor's/College Degree in Pharmacy or Business Studies/Administration/Management, Commerce or equivalent. MBA is plus
- Minimum 5 years hands-on working experience in either sales, operations, distribution or planning in the Pharmaceutical industry
- Prior experience in managing pharmacy channel and distributors / wholesalers is a big advantage
- Thorough understanding of how the pharmaceutical industry works and ability to identify growth opportunities, including business knowledge in Ethical products and Consumer health products
- Strong interpersonal and presentation skills
- Ability to plan, organize and prioritize, and to work independently
- A high degree of professionalism, problem solving, and negotiating skills
- Fluency in English and Vietnamese

### What you can expect from us:

- Significant career growth opportunities in a fast-growing startup in Southeast Asia
- A collaborative and team-oriented approach with a focus on exceeding personal and company-wide goals
- Competitive compensation and international travel opportunities
- Starting date: Immediate

### Apply

- If you are interested in this position and would like to become part of the mClinica team, please send your resume to [lopez@mclinica.com](mailto:lopez@mclinica.com) (Subject: Channel Manager, Vietnam).