What is the SRMitron Product Vision?

Composition:	Pharma Sales Process
View:	Pharma Sales Overview
Summary:	Shows the sales process of the selling of products (Drugs), considering: - Organization Structure, Customers, Market Area & Sales Process.
Creator:	Mallikarjun	Creation:	29-Oct-18 1:55:06 PM
Last Modifier:	Malli	Modification:	31-Oct-18 12:28:46 PM

Agile Team

ARV Is reponsible to sell Tripex 20, Mycedoel T across Pan India

Sprint Team

Sprit Team division is responsible to promote and sales of Ptop IP, HBse Tab & Juech-90 PKUs

t5.jpg

:Has_Division

:Has_Division

Pharma Company

The Company produces several life saving drugs and sells in the market through various channels.

Website
www.Pharma.Company

Work Area

:Has_Depot

:Has_NSM

Nation Sales Manager

:Has_ZSM

Zonal Sales Manager - J & K

Zonal Sales Manager - East

Zonal Sales Manager - South

:Has_SFE

Sales Force Effectivenss

:Has_RSM

Kisan Distributors

Bangalore Rural Stockist

C & F / Ware House

Agents to Supply the company manufactured Drgs to Market

Regional Sales Manager - Tamilnadu

Roy 24Hours Pharmacy

:Forwards_SKUs

Maruthi Wholesalers

Healthy Pharmacy

Area Sales Manager - Bangalore South

ASM is reposponible - Managing, training and motivating existing sales team to drive revenue growth.

Regional Sales Manager - Karnataka Region

RSM determine the operational practices of all stores in the area, making sure each runs smoothly, cleanly, complies with marketing and sales campaigns and meets budget and sales goals

Doctor

:Supply_To

Rema Stockists

:Supply_To

:Has_ASM

Saha Medical Store

Kids Clinic

CLINIC

Health Care Professi...

South Cancer Hospital

GoodHea... Medical Store

:Take_Orders

:Has_MRs

Public Hospital

:Verify_Prescriptions

RX

Medical Representative - Potion Code 9 Bangalore

'Reps', are a key link between medical and pharmaceutical companies and healthcare professionals, Pharmacist & Stockists. MR's will work strategically to increase the awareness and use of your company's pharmaceutical and medical products.

:To_promote_sell

:Verify_Prescriptions

RX

:To_promote_sell

IO - Indipendent Officer - Potion Code 5 Bangalore

MedReps

:To_promote_sell

:Invite_For_Seminars

:To_promote_sell

Territory Officer - Potion Code 1 Bangalore

MedReps

:Has_MRs

:Conduct

Area Sales Manager - - Bangalore North

ASM is reposponible - Managing, training and motivating existing sales team to drive revenue growth.

Conferences

Seminars

SEMINARS