

Job Title:	Manager, Sales	Work Location:	Greater Malé Region
Division:	Commercial	Employment Type:	Full-time
Deadline:	17th June 2026, before 12:00 PM		

Key Responsibilities

- Develop and oversee implementation of sales strategies to achieve monthly and annual revenue and volume targets across pharmacy, institutional, and commercial channels.
- Lead and guide the sales team in conducting effective field engagement with hospitals, pharmacies, clinics, and institutional clients to promote pharmaceutical and medical products.
- Monitor sales performance, pipeline activities, and customer engagement to ensure consistent achievement of business objectives.
- Manage key customer relationships at a strategic level, ensuring long-term partnerships and sustained business growth.
- Oversee coordination with back office, warehouse, and logistics teams to ensure timely order fulfillment and resolution of customer requirements.
- Ensure high standards of service delivery, including product availability, timely distribution, and customer satisfaction across all sales channels.
- Review and analyze sales reports, forecasts, and performance data to support planning, decision-making, and performance improvement.
- Ensure compliance with pharmaceutical regulations, internal policies, and ethical standards across all sales activities and team operations.

Minimum Qualifications and Experience

- Master’s Degree (MQA Level 9) in Marketing, Business, or a related discipline, with a minimum of one (1) to two (2) years of relevant professional experience;
OR
- Bachelor’s Degree (MQA Level 7 or 8) in Marketing, Business, or a related discipline, with a minimum of three (3) to five (5) years of relevant professional experience.
- Experience in sales management, including sales planning, achieving targets, managing institutional and pharmacy sales, and coordinating with logistics and supply chain teams.

Salary & Benefits

- Remuneration between MVR 26,500 – MVR 28,500 based on qualifications and experience
- Other benefits governed by applicable laws and the Corporation’s policies

How to Apply: Interested candidates are invited to submit the following documents via email to hr@statepharma.mv

- | | |
|---|--|
| • Updated Curriculum Vitae (CV) | • MQA accredited and attested educational certificates |
| • Copy of National ID Card | • Experience letters and service records |
| • Recent passport-size photograph (soft copy) | |

Please use the subject line: **Application for Manager, Sales**
Incomplete applications and applications received after the deadline will not be accepted.

For queries, please contact Human Resources at hr@statepharma.mv