



A Division Of Coral Clinical Systems

**BioShields™**

Applying Science In Disinfection

13/05/2010

## OPPORTUNITY FOR SCIENCE GRADUATES IN SALES!

As part of our domestic expansion plan we need people in sales in various parts of India...

1. **LOCATION:** Maharashtra, Gujarat, Tamilnadu, Kerala, UP, Delhi, Punjab, Haryana
2. **QUALIFICATIONS:** At least Science graduates with minimum 60% marks in 10th, 12th Std and Graduation exams.  
**NOTE:** Candidates with less than 60% in Graduation may also apply. However, they should have got 60% & above in 10th & 12th Exams
3. **EXPERIENCE: Freshers are preferred.** Nonetheless, candidates experienced in related field may also apply. However, he/she should be working for at least 3 yrs in his/her current organisation.
4. **DESIGNATION: SALES OFFICER**  
**NOTE:** For truly deserving experienced candidates, higher designation may also be offered
5. **PROBATIONARY PERIOD: 1 yr**
6. **JOB DESCRIPTION:**
  - Convert competitor users to BIOSHIELDS brands
  - Promote different brands of BIOSHIELDS to HOSPITALS, NURSING HOMES, PHARMACEUTICAL INDUSTRIES, FOOD INDUSTRIES, VETERINARY HOSPITALS etc
  - Achievement of assigned monthly, quarterly and annual sales & collection targets
  - Build & Improve company image among customers
  - Select and appoint appropriate distributors who would stock & distribute company products
  - Troubleshoot customer complaints effectively to retain & increase customer base
  - Collect market information about competitors and pass it on to the management
  - Maintain & regularly update customer list in his/her territory
7. **ATTITUDE REQUIRED:** Honest, sincere, with a do-or-die attitude to make it big in his/her career. Willing to go that extra mile to achieve organisational goals
8. **SALARY:** Among the best in the industry + lucrative performance-linked incentives
9. **BENEFITS:** MEDICAL INSURANCE for self & family, LTA, Annual Bonus, PF/Gratuity
10. **WORK ENVIRONMENT:** Professional humane environment where everyone works as a team and contributes to each others' growth. Tremendous growth potential for performers.

### COMPANY BRIEF

The disinfectants & antiseptics industry is an evolving niche healthcare industry in India. BIOSHIELDS is a relatively new entrant (established 2006) in the manufacture and marketing of disinfectants & antiseptic solutions. However, our parent company - TULIP GROUP of companies ([www.tulipgroup.com](http://www.tulipgroup.com)), is a 20-year old healthcare company specialising in in-vitro diagnostics based in Goa, India. Our group turnover is over US\$50 million (Rs. 250 Crs) and operates to over 50 countries worldwide. Our important customers include WORLD HEALTH ORGANISATION, MEDICINS SANS FRONTIERS, UNICEF, CLINTON FOUNDATION etc.

BIOSHIELDS have researched, designed and developed novel, potent, effective and safe disinfectant and antiseptic solutions. Its products are Food & Drug Administration (FDA), India approved and effective against all pathogens. All the products are validated against United States Food & Drug Administration (USFDA) recommended strains of organisms.

BIOSHIELDS have a range of products in HAND DISINFECTION, SKIN DISINFECTION / ANTISEPSIS, ENVIRONMENT & SURFACE DISINFECTION and INSTRUMENT DISINFECTION. These products are used by leading HOSPITALS, NURSING HOMES, PHARMACEUTICAL INDUSTRIES, FOOD INDUSTRIES, VETERINARY HOSPITALS etc

Candidates willing to embark on an exciting career may please **email CV** to → [gautam.bioshields@tulipgroup.com](mailto:gautam.bioshields@tulipgroup.com)

**OR, Call** → +91 832 2458547~51 (ask for BIOSHIELDS)

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