

# WORK VAPOR

Job Link: <https://workvapor.in/jobs/general-manager/>

## GENERAL MANAGER

### JOB LOCATION

? Remote work from: India

### DESCRIPTION

- Formulates and executes high-reaching sales and marketing strategies that align with the company regional directives to achieve short- and long-term revenue growth, ensuring that goals are consistent with LBS APAC vision and mission.
- Lead a sales team consisting of country managers in India. Responsible for all product segments in the Leica Biosystems portfolio.
- Directly responsible for leading a region top line revenue and bottom-line operating expenses. Accountable for handling all aspects of sales administration and sales staff planning.
- Collaborate with Leica product managers and distributors, assists in developing relationships with customers maintaining a professional standard that is consistent with company corporate policy and procedures.
- Supervises the negotiation of the strategic planning process and the annual operating plan; work with commercial excellence analyst, sales staff, product management, and senior management to build plans.
- Set relevant targets/quotas with distributors and continually monitors performance throughout the year.
- Build awareness among industry leaders, key clinical/hospital staff, and purchasing and materials management directors in collaboration with distributors.
- Increases the number of Leica testimonial institutions in key locations and provide timely follow-up and assistance in evaluations.

Join our winning team today. Together, we'll accelerate the real-life impact of tomorrow's science and technology. We partner with customers across the globe to help them solve their most complex challenges, architecting solutions that bring the power of science to life.

For more information, visit [www.danaher.com](http://www.danaher.com).

At Danaher, we value diversity and the existence of similarities and differences, both visible

### HIRING ORGANIZATION

Danaher

### EMPLOYMENT TYPE

Full-time

### BASE SALARY

INR 35,000 - INR 53,000

### DATE POSTED

? March 2, 2025

### VALID THROUGH

2026-07-13

### APPLY NOW

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and not, found in our workforce, workplace and throughout the markets we serve. Our associates, customers and shareholders contribute unique and different perspectives as a result of these diverse attributes.