

**Terms of Reference**  
**About Andhra Pradesh Medtech Zone ( AMTZ)**

Andhra Pradesh MedTech Zone (AMTZ) is India's premier medical technology manufacturing cluster and one of the world's largest MedTech ecosystems, housing **180+ companies** engaged in the research, development, and manufacturing of life-saving medical devices. Built in a record **342 days**, AMTZ offers world-class common manufacturing and scientific facilities, including advanced testing laboratories, 3D printing, laser, biomaterial, and irradiation centers. During the COVID-19 pandemic, AMTZ played a critical national role by producing **100+ ventilators, 500 oxygen concentrators, and 1 million RT-PCR kits per day**, while also deploying innovative solutions such as mobile hospitals, RT-PCR vehicles, and oxygen plants to strengthen healthcare delivery across India

**Company Website :**

<https://www.amtz.in/>  
<https://kiht.in/>  
<http://biovalley-amtz.in/>  
<https://medivalley-aic.in/>

**Job Title**

**Consultant- Sales**

**Terms of Reference:**

1. Develop and execute customer acquisition strategies aligned with organizational goals.
2. Identify and generate new business leads through market research, networking, field visits, and industry engagement.
3. Prepare, review, and submit techno-commercial quotations; ensure effective order follow-up and closure.
4. Drive revenue generation while ensuring profitability and sustainable business growth.
5. Monitor and evaluate Target vs Achievement metrics and provide strategic inputs for improvement.
6. Conduct product demonstrations, presentations, and client engagement meetings.
7. Ensure timely payment collection and coordinate with finance/accounts for reconciliation.
8. Support Dealer & MedTech Showroom onboarding as per company guidelines.
9. Prepare periodic sales performance reports and coordinate with internal departments for seamless execution.
10. Ensure strict adherence to Company SOPs, compliance requirements, and business hygiene standards.
11. 3Ts-Transparency/Trust/truthfulness.

### **Qualification & Experience**

1. Qualification: Bachelor's Degree / MBA in Marketing / Business Administration / Healthcare Management or related field.
2. Experience: Minimum 03 – 05 years of relevant experience in Sales / Business Development / Healthcare / MedTech domain.
3. Technical Skill Set: Strong exposure to CRM tools, sales analytics, quotation preparation, negotiation, and contract management.
4. Domain Expertise: Experience in Medical Devices / Healthcare Infrastructure / MedTech ecosystem will be preferred.
5. Proficiency in Microsoft Office (Excel, Word, PPT) and reporting tools.
6. Strong communication, negotiation, analytical, and presentation skills.
7. Ability to manage multiple stakeholders, revenue targets, and time-bound deliverables.
8. Willingness to travel as per business requirements.
9. Age preferably up to 30 years.