

## **Vice President (International Business Division)**

**Reference Code** : HLL/HR/077/2025

**Job Title** : Vice President (International Business Division)

**Start Date** : 03.09.2025

**End Date** : 17.09.2025

### ***Company***

HLL Lifecare Limited (HLL), India's leading manufacturers and marketers of contraceptive, Health Care and Pharma products is a Mini Ratna Central Public Sector Enterprise under the Ministry of Health and Family Welfare. HLL is a global leader in the area of contraceptives, hospital products and healthcare services. With 8 manufacturing units, 3 subsidiary / joint venture companies, 21 regional offices. HLL exports products to over 85 countries. Besides this, HLL is engaged in providing healthcare and diagnostic services, consultancy and contract services for healthcare infrastructure projects and consultancy services for procurement of medical equipment and devices in healthcare sector. Thus, HLL is positioned as a total healthcare solution provider catering to the well-being of society at large.

***Department:***International Business Division

### ***Tasks :***

#### **1. Strategic Leadership & Direction:**

- Provide visionary leadership in expanding the company's product portfolio across diverse
- International markets, ensuring alignment with long term business objectives.
- Lead the IBD's overall strategy, focusing on market penetration, product positioning, and global partnerships.

#### **2. Market Expansion & Business Development:**

- Identify new international business opportunities in existing and new markets for the company's diverse range of products.
- Establish and nurture high-value relationships with key customers, distributors, partners, and stakeholders across the globe.
- Drive the creation and implementation of business development strategies, including market entry plans and partnership development.

#### **3. Revenue Growth & Financial Management:**

- Directly contribute to achieving revenue and profit targets for international markets, focusing on sustainable long-term growth.
- Develop detailed financial plans for global markets, ensuring that resources are optimized to achieve strategic goals while meeting or exceeding targets.
- Ensure accurate forecasting, monitoring, and reporting of international business performance, providing timely updates to top management.

#### **4. Product & Brand Strategy:**

- Oversee the global marketing strategies for the company's diverse product lines, ensuring that products are well-positioned in international markets.
- Tailor marketing, branding, and sales strategies to meet the specific needs of different regions and cultural markets.

- Collaborate with product development teams to align new product innovations with market demands.

#### **5. Team Leadership & Development:**

- Lead and mentor a team of international business professionals, ensuring a high-performance culture focused on results and collaboration.
- Promote continuous learning and development within the IBD, identifying training and growth opportunities for team members.
- Build and manage high-performing teams that align with company values and business goals.

#### **Requirements**

Maximum Age: 53years as on 01.09.2025

Remuneration : Consolidated pay to be fixed based on qualification, experience and present pay drawn by the incumbent

Qualification:

Essential: MBA in Marketing from a recognised University

Experience:

Essential: Minimum 20 years of international marketing/sales experience in the area of contraceptive / lifescience / healthcare field out of which 10 years shall be heading the function/Division.

Exposure to global markets especially Middle East/ African markets. Candidates having overseas experience in the related field will have added advantage.

**No. of Positions** : 1

**Posting Location** : Thiruvananthapuram, Kerala

**Contract Type** : Executive – Fixed Term Contract

#### **Instructions for Filling the Job Application Form:**

1. Download the attached Word document containing the prescribed job application format.
2. Type all required information directly into the form and insert your recent photograph in the field given. *Handwritten applications will not be accepted.*
3. After completing the application form, **copy the filled-in application content into the body of the email** and **attach the completed form in PDF format** to the email
4. Save the completed form in **PDF format** using the following filename format: Application Your Name PositionAppliedFor.pdf (*Example: Application Anita Sharma DeputyManager.pdf*)
5. Email the duly filled and digitally signed application form in PDF format along with the following documents:

- Curriculum Vitae (CV)
- Community Certificate (if applicable)
- Copies of all Educational and Experience Certificates
- Latest Salary Slip

to [[recruiter@lifecarehll.com](mailto:recruiter@lifecarehll.com)] on or before the deadline.

6. Candidates submitting their applications via email must **mention the name of the post applied for in the subject line** of the email.

#### **General Conditions:**

1. Before applying, candidates should ensure that they fulfil all the eligibility criteria mentioned in the advertisement.
2. Applications not in the prescribed format **will not be considered** for selection process and no further communication will be sent separately.
3. Application Format can be downloaded from the website.
4. Job title and Reference code should be clearly mentioned in the Application form
5. All information submitted in the application will be verified with original documents at the time of the interview. If any information provided by the candidate is found to be false or incorrect or not in conformity with the eligibility criteria, then his/her candidature is liable to be rejected/cancelled at any stage of the recruitment process.
6. Only Indian Nationals are eligible to apply.
7. SC/ST/OBC/PwD candidates will be eligible for relaxation as per Government of India directives.
8. The crucial date for determining the age limit shall be same as the cut of date for calculating Qualification & Post Qualification Experience of the candidates.
9. HLL reserves the right to cancel, restrict, or modify the selection process, or to not fill any or all of the posts notified, at its discretion. The number of vacancies may also be increased or decreased based on organizational requirements.
10. Candidates working in Government, Semi-Government Organizations, Public Sector Undertakings, or Autonomous Bodies must provide a No Objection Certificate (NOC) at the time of the interview.
11. The decision of Management regarding selection will be final.
12. Canvassing in any form will be a disqualification