



PR/089759 | Sales Manager

## Job Information

### Recruiter

[JAC Recruitment Korea](#)

### Job ID

1503753

### Industry

Pharmaceutical

### Job Type

Permanent Full-time

### Location

Singapore

### Salary

Negotiable, based on experience

### Refreshed

November 19th, 2024 10:07

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Business Level

### Minimum Education Level

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

## Job Description

### Overview

Sales Manager: This job is for the achieving sales targets for South Korea Pharma industry and developing new business.

### Job Responsibilities:

- Achieving sales targets for South Korea Pharma industry
- Developing new business through technical presentation/ discussion with customer R&D
- Responsible for handling direct accounts as well as distributors
- Ensures profitability of accounts through proper pricing and product management
- Takes end to end responsibility of customers' requirements and ensures proper service to customer through interaction with internal and external channels

- Responsible for accounts receivable
- Responsible for forecasting for South Korea Pharma business to sales support
- Monthly business review with Country Manager and New Opportunities & Development initiatives with Regional New Business Director

**Experience required:**

The qualified candidate should have at least 10 to 12 years' experience for master's degree in Pharma & min 15 years for bachelor's degree in Pharma.

**Technical Competencies:**

Must have good knowledge of Pharma excipients and API. Formulation knowledge in an R&D Lab of min 5 years will be an added advantage.

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Company Description