



## PR/158229 | Sales Manager (Medical Imaging)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1505457

**Industry**

Medical Device

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 11:37

### 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

Our client, specializing in medical imaging equipment (including imaging AI, PACS, X-ray, CT, and mammography systems), is seeking a **Sales Manager** to drive the expansion of their medical device business in Malaysia.

**Job Responsibilities:**

- Drive business expansion across Malaysia by identifying new opportunities in the medical sector.
- Executing tailored sales strategies for hospitals, clinics, and imaging centers, building strong relationships with healthcare professionals and strategic partners.
- Demonstrating deep knowledge of medical AI solutions, conducting market research to inform product positioning, and tracking sales activities to measure performance and market penetration.

**Ideal Candidates:** should have

- 6-8 years of experience in medical device sales, particularly in imaging or diagnostic equipment.
- Bachelor's degree in Medical, Radiography or Business related field.
- Strong understanding of Malaysia's healthcare landscape, including MDA regulations and hospital purchasing cycles.
- Demonstrate excellent negotiation, communication, and presentation skills, be self-motivated to work independently while collaborating with cross-functional teams.
- Willing to travel within Malaysia for client meetings and events.
- Fluent in English and Bahasa Melayu, with Mandarin as an added advantage.

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Company Description