



## PR/158300 | Technical Sales Specialist (Clinical, Research, Industrial)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1507260

**Industry**

Medical Device

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

December 3rd, 2024 10:12

### 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

A **leading laboratory equipment supplier** with over 30 years of expertise, offering a wide range of products tailored to various scientific and industrial needs, is currently undergoing team expansion. They are hiring **THREE** new headcounts for the following divisions:

- 1) **Clinical Division** - Focused on laboratories in hospitals, diagnostic centers, and similar facilities.
- 2) **Research Division** - Targeting private laboratories, research institutions, and related organizations.
- 3) **Industrial Division** - Specializing in industrial sectors such as pharmaceuticals, food & beverages, and more.

**Your Main Responsibilities Including:**

- Identifies and establishes new business opportunities.
- Develops and maintains strong relationships with customers.
- Generates leads, pitches to potential clients, and delivers tailored solutions to enhance customer acquisition.
- Monitors market trends, competitor activities, and pricing to stay ahead of the competition.
- Consistently meets and exceeds sales targets.

**Requirements:**

- Bachelor's Degree in Sciences or equivalent.
- Minimum of 2 years of experience in selling laboratory equipment and consumables.
- Strong interpersonal and communication skills.

- Positive attitude, team player, willingness to learn, and ability to work independently.

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## Company Description