



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

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1509143

Industry

Medical Device

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:31

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.

Company Description