



PR/158117 | Sales Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512477

Industry

Medical Device

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 5th, 2025 10:01

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

An established healthcare company is seeking an ambitious and result-driven Sales Manager to lead the company's sales efforts and drive revenue growth while expanding the market share. As the Sales Manager, you will be responsible for managing and motivating the sales team to achieve and surpass their targets.

Main Responsibilities of the Sales Manager role:

- Responsible for the establishment of both annual and monthly sales objectives in coordination with the Company's business plan.
- Able to develop and implement sales and marketing strategy for the assigned company's brand to meet sales objective.
- Identify and pursue new leads, contacts, and revenue opportunities, strategically expanding our client base.
- Foster and maintain strong relationships with key customers, stakeholders, and opinion leaders, promoting our

products and solutions effectively.

- Lead and manage the sales team, providing guidance, support, and coaching to ensure optimal performance and goal attainment.
- Respond to the tender documents, writing proposals, reports and supporting literature.
- Maintain accurate and up-to-date documentation related to sales, marketing, and business development.

Key Requirements:

- Bachelor's degree in life sciences, business, or a related field.
- Must have at least 3-5 years in managerial role with proven sales track record in Medical industry.
- Demonstrated success in managing and leading a sales team.
- Hospital project management experience is added advantage.
- Good connection with JKR, MOF and KKM.

#LI-JACMY

Company Description