



## 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**

January 8th, 2025 12:00

### 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.

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Company Description