



PR/158229 | Sales Manager (Medical Imaging)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512545

Industry

Medical Device

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 22nd, 2025 15:00

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

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.

Company Description