



PR/089759 | Sales Manager

Job Information

Recruiter

JAC Recruitment Korea

Job ID

1513852

Industry

Pharmaceutical

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

January 7th, 2025 01:00

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

Overview

Sales Manager: This job is for the achieving sales targets for South Korea Pharma industry and developing new business.

Job Responsibilities:

- Achieving sales targets for South Korea Pharma industry
- Developing new business through technical presentation/ discussion with customer R&D
- Responsible for handling direct accounts as well as distributors
- Ensures profitability of accounts through proper pricing and product management
- Takes end to end responsibility of customers' requirements and ensures proper service to customer through interaction with internal and external channels

- Responsible for accounts receivable
- Responsible for forecasting for South Korea Pharma business to sales support
- Monthly business review with Country Manager and New Opportunities & Development initiatives with Regional New Business Director

Experience required:

The qualified candidate should have at least 10 to 12 years' experience for master's degree in Pharma & min 15 years for bachelor's degree in Pharma.

Technical Competencies:

Must have good knowledge of Pharma excipients and API. Formulation knowledge in an R&D Lab of min 5 years will be an added advantage.

Company Description