



PR/094628 | (Senior) Sales Executive, Cancer Diagnostics, Hong Kong & Macau

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1514310

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Hong Kong

Salary

Negotiable, based on experience

Refreshed

December 31st, 2024 10:23

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

Key Responsibilities:

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- Serve as the primary contact for managing customer accounts, including discussions on service agreements.
- Provide exceptional customer support and build trusted relationships with key accounts, customer stakeholders, and executive sponsors.
- Conduct in-person sales visits to medical centers, screening centers, labs, clinics, and hospitals.
- Clearly communicate the progress of monthly sales initiatives to both internal and external stakeholders.
- Meet sales targets with existing clients and identify new business opportunities.
- Address and resolve client requests or issues as they arise.

To be a good fit for this role, you should have:

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- At least a Bachelor's degree in a science-related field or equivalent.
- 3-5 years of experience as an account or sales executive in the oncology and/or pharmaceutical fields.
- Junior candidates with a strong sales drive are also welcome.

- A sales network in screening centers, medical centers, hospitals, and among oncologists is advantageous.
- The ability to manage multiple account management projects simultaneously while maintaining attention to detail.
- The ability to learn and adapt quickly.
- Excellent listening, negotiation, and presentation skills.
- Creative problem-solving skills for day-to-day challenges.
- High integrity, thoughtfulness, and discretion in handling confidential information and interactions with people.
- Strong verbal and written communication skills in Cantonese, English, and Chinese.

Interested applicants please send your English resume to:

Lisa Hu

Email: lisa.hu@jac-recruitment.com

EA Licence: 90C3026 | EA Personnel No: R23114940

Company Description