

JOB TITLE/ Chức danh: SALES MANAGER	Division/ Khối:
This Position Reports to <i>Báo cáo cho:</i> <ul style="list-style-type: none"> Head of Product Development 	Positions Reporting to this Position <i>Nhận báo cáo từ:</i> <ul style="list-style-type: none">
Summary of Duties/ Tóm tắt nhiệm vụ <p>Oversee and drive the growth of the medical device business, ensuring achievement of sales target and a high level of customer satisfaction. Formulate and execute effective sales strategies, manage and mentor the sales team, and cultivate long-term relationships with key stakeholders in the healthcare sector, including hospitals, clinics, pharmacies, and medical service providers.</p>	
General Scope/ Phạm vi trách nhiệm	
Job Descriptions/ Mô tả công việc <ul style="list-style-type: none"> Formulate comprehensive business plans and tailored sales strategies for each geographic region and target customer segment. Lead, mentor, and assess the performance of the sales team to ensure optimal results and professional development. Cultivate and sustain long-term relationships with key clients, fostering trust and customer loyalty. Evaluate market intelligence and trends to identify growth opportunities and recommend revenue-enhancing solutions. Monitor and manage sales performance and associated costs across individual projects and product categories. Collaborate effectively with other relevant departments to ensure timely and successful contract execution. Participate in high-level negotiations and execute commercial agreements with strategic customers. Provide regular business performance reports to the Board of Directors, including sales metrics and strategic insights. Any other duties that will be assigned from time to time by the Management. 	
Essential Qualifications/ Trình độ chuyên môn <ul style="list-style-type: none"> Bachelor's degree in Economics, Business Administration, Medicine or related field Minimum 3-5 years of experience in a managerial position with hands-on experience. Experience in the medical field is a plus. 	Essential Attributes (Knowledge/skills requirements)/ Những yêu cầu cơ bản (Kiến thức/kỹ năng yêu cầu) <ul style="list-style-type: none"> ➤ Knowledge: <ul style="list-style-type: none"> Understand the medical market and specialized medical equipment products. Maintain an established network of professional relationships with hospitals, clinics, and other medical institutions. ➤ Skills: <ul style="list-style-type: none"> Excellent communication and interpersonal skills. Strong analytical skills. High level of problem-solving and decision-making abilities. Ability to manage a team and lead projects.

	<ul style="list-style-type: none">• Ability to analyze project finances, plan budgets and manage costs effectively.• Proficiency in conflict management and business negotiation processes.• Have a progressive spirit.
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Approval/ Phê duyệt

Accepted by/Chấp nhận

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Date/Ngày:

BENEFIT/ Lương, thưởng, đãi ngộ: <ul style="list-style-type: none"> Salary: 	WORK PLACE/ Địa điểm làm việc: <ul style="list-style-type: none"> HCM city, Vietnam
Level <ul style="list-style-type: none"> Level: 	Industry/ Ngành nghề: <ul style="list-style-type: none"> Medical
Team size <ul style="list-style-type: none"> 	Language/ Ngôn ngữ: <ul style="list-style-type: none"> English
Ghi chú cho người giới thiệu (quan trọng) <ul style="list-style-type: none"> . 	