

JOB TITLE/ Chức danh: DEPUTY CHIEF OPERATING OFFICER PHÓ GIÁM ĐỐC ĐIỀU HÀNH	Division/ Khối:
This Position Reports to <i>Báo cáo cho:</i> <ul style="list-style-type: none"> • CEO • COO 	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>Play a key strategic and operational leadership role within the organization, supporting the CEO/COO in managing and optimizing the performance of medical business operations.</p>	
General Scope/ Phạm vi trách nhiệm	
Job Descriptions/ Mô tả công việc <ul style="list-style-type: none"> • Introduce new and innovative business management strategies to maximise the organisational efficiency, income, and effectiveness of services. • Research and highlight potential opportunities for organisational expansion in line with strategic priorities. • Act as Investor Relations, focusing on identifying and collaborating with International Distribution representatives. • Coordinate expansion projects, new product and service lines, and partnerships with medical institutions and investors. • Work closely with Department Heads, and support services to ensure delivery plans are compatible and to maximise opportunities for more efficient ways of working. • Adopt a creative approach to product and service development and design, actively encouraging and welcoming ideas from all staff, ensuring quality feedback and action planning. • Remain abreast of relevant legislation and trends within the Health and Medical sector, identify implications and recommend approaches for strategy and operational plans. • Develop strong partnerships with other service providers and local health organisations to ensure integrated care services are provided across the medical economy. • Ensure the management of the budget and delivery against cost saving plans. • Analyze and interpret financial reports and provide recommendations for cost optimization and revenue growth. • Provide regular business performance reports to the Board of Directors. • Any other duties that will be assigned from time to time by the CEO/COO. 	
Essential Qualifications/ Trình độ chuyên môn <ul style="list-style-type: none"> • Graduated from medical field: doctor or pharmacy • At least 5 years of continuous experience in general operations management within a company. 	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"> • Have relationships with foreign companies • Can build a nationwide customer system • Relationship with local hospital is a plus. • Understand the medical market and specialized medical equipment products.

	<ul style="list-style-type: none"> • Maintain an established network of professional relationships with hospitals, clinics, and other medical institutions. • Bring a deep understanding of healthcare management. • Strong financial acumen and experience in project performance evaluation. • Familiarity with healthcare regulations, compliance Frameworks, and clinical governance. • Proficient in ERP systems, data reporting tools, and operational dashboards. <p>➤ Skills:</p> <ul style="list-style-type: none"> • Excellent communication and interpersonal skills. • Stakeholder management skills. • Strong analytical skills. • High level of problem-solving and decision-making abilities. • 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: up to 100mil, có thưởng riêng Nếu mang được hãng nước ngoài về làm nhà phân phối thì mức lương sẽ tăng lên 120-150tr 	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"> Gender: Female. Cấp xe 🚗 đi làm 	