



PR/109223 | AM Clinical Application Specialist- Bangalore

Job Information

Recruiter
[JAC Recruitment India](#)
Job ID

1541898

Industry

Medical Device

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 13:56

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

Job Summary : We are seeking a passionate and experienced Clinical Application Specialist to join our team. In this role, you will leverage your extensive expertise in hematology and the IVD industry to drive application success, provide exceptional product support, and cultivate strong relationships with key stakeholders in laboratories and healthcare institutions.

Key Responsibilities:
Application Expertise:

- Demonstrate excellent knowledge of five-part and three-part technology, hematology parameters, and morphological clinical insights.
- Address application-related issues efficiently.

Documentation Proficiency:

- Maintain expertise in IQ, OQ, & PQ documentation and validation processes in labs and hospitals.

Training Delivery:

- Conduct product training sessions for teams, customers, and distributors.

Market Insight:

- Possess deep understanding of IVD hematology products, market requirements, competitor landscape, and regional territory dynamics.

Customer Relations:

- Build and maintain strong connections with pathologists, diagnostic centers, and hospitals.

Team Collaboration:

- Mentor and support sales and service teams in application-related knowledge and protocols.

Sales Support:

- Manage sales processes, including creation of reports, tenders, quotations, and related documentation.

Data Management:

- Maintain and analyze key data for instruments, reagent rentals, distributor performance, customer details, and market trends using Excel.

Brand Development:

- Develop brand value with key accounts such as hospitals and labs, ensuring high visibility and reputation.

Target Achievement:

- Plan and meet monthly, quarterly, and annual sales targets for instruments and reagents.

Business Growth:

- Strategically drive measurable growth in sales, branding, and product positioning.

Product Support:

- Lead product launches, promotion efforts, and validation activities for new product development.

Desired Qualifications:

- Experience: Minimum 8 years of proven expertise in the IVD industry, specifically in haematology applications.
- Skill Set: Exceptional presentation skills, strong customer management abilities, mentoring and team management acumen, and excellent data handling proficiency.
- Knowledge: Solid grasp of sales processes, market trends, competitor awareness, and ethical protocols in the medical equipment industry.

If you feel you have the right skills, do apply with your updated CV and justification of why this role fits you profile in coverletter/resume!!

Company Description