



## PR/109533 | Sales - Sr. Executive OR AM OR Manager (Medical Devices Industry)

### Job Information

**Recruiter**
[JAC Recruitment India](#)
**Job ID**

1553383

**Industry**

Medical Device

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

August 12th, 2025 00:00

### 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

**Company Overview:** One of the leading Japanese MNC into trading industry with one of the line of business into medical devices.

**Job Overview:**

Looking for a competent sales professional to lead the sales efforts in the medical devices segment of the organization.

**Job Responsibilities:**

- Develop and execute strategic sales plans to achieve revenue targets in the medical devices market.
- Identify, qualify, and convert leads into long-term business relationships.
- Manage the full sales cycle from prospecting to closing, including post-sale support and account management.
- Prepare and deliver compelling sales presentations and product demonstrations.
- Maintain accurate records of sales activities, pipeline status, and customer interactions using CRM tools.
- Attend industry conferences, trade shows, and networking events to promote the company and its products.

**Job Requirements:**

- B. Tech in Medical Devices / Medical Electronics / Biomedical Engineering or a related field.
- 5+ years of B2B sales experience in the medical devices industry.
- Strong understanding of sales cycles, lead generation techniques, and customer acquisition strategies.
- Proven ability to meet or exceed sales targets in a competitive environment.
- Excellent communication, negotiation, and interpersonal skills.
- Willingness to travel as required.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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**Company Description**