



PR/117926 | Breast Care Sales Specialist (Mammography equipment)

Job Information

Recruiter

JAC Recruitment UK

Job ID

1559346

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

October 7th, 2025 01:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Title: **Breast Care Sales Specialist (Mammography equipment)**

Location: **Home-based and expected to be a minimum of 3 days/week for nationwide trips.**

Company: **One of the industry-leading and innovative healthcare companies.**

Office: It's a new and modern office, fully equipped with a canteen, gym, and showers.

Purpose of the role

Responsible for managing the sales channel for the mammography product portfolio. Acts as the commercial lead for sales opportunities in collaboration with Radiology Account Managers. Includes elements of product management, customer engagement, and technical/commercial sales expertise.

Key Responsibilities

- Achieve annual sales targets for mammography equipment
- Expand opportunities within NHS and private healthcare providers
- Develop commercial sales tools as product manager
- Generate market demand for Sophinity/PGMI technology
- Lead tender responses and pricing strategy
- Manage opportunities and forecasts in CRM (Salesforce)
- Collaborate with marketing, product, and service delivery teams
- Build strong customer relationships and understand their needs
- Ensure smooth transition from sales to delivery post-order
- Conduct competitive analysis and support market positioning

Required Skills & Experience

- Proven track record in medical device sales, especially mammography
- Strong understanding of NHS and private healthcare markets
- Excellent communication and proposal skills
- Solid product knowledge and pricing model experience
- Self-motivated with strong time management and teamwork skills
- Comfortable with financial data (pricing and margin calculations)
- In-depth knowledge of the UK mammography landscape

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