



JAC Recruitment

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JAC Recruitment Vietnam

PR/095234 | Sales Support Specialist

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1560906

Industry

Medical Device

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

October 7th, 2025 11:34

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

Report to: General Director

Location: Hanoi

Reason for Opening: Replacement

Key Responsibilities

- Serve as the primary point of contact for all distributor-related business activities across Vietnam.
- Build and maintain relationships with both existing and newly appointed distributors, as well as current and prospective customers (including key decision-makers and influencers).
- Schedule and conduct regular meetings with distributors and customers to foster strong partnerships and promote ARKRAY's laboratory products.
- Assist in the development, renewal, and negotiation of distribution contracts and agreements.
- Monitor tender announcements, analyze technical and commercial requirements, and support the development of competitive tender strategies.
- Collaborate with the team to tailor tender strategies to specific opportunities.
- Support negotiations for product placement conditions, including pricing, quantities, and payment terms.
- Attend and co-organize exhibitions, conferences, and customer meetings.
- Identify and evaluate new business opportunities.

- Perform other duties as assigned or accepted beyond the outlined responsibilities.

Required Qualifications

- Bachelor's degree or higher.
- Minimum 2 years of experience in distributor support and/or tender support within the clinical diagnostics market.
- Business-level proficiency in English (listening, speaking, reading, and writing).

Preferred Qualifications

- Sales or marketing experience in the IVD (In Vitro Diagnostics) field.
- Degree in biotechnology, life sciences, or a related discipline.
- Experience in hospital or clinical laboratory markets with proven success.
- Japanese language skills are a plus.

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Company Description