



PR/095244 | Phó Giám Đốc Kinh Doanh - Deputy Sales Director

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1561531

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

October 14th, 2025 10:57

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

Key Responsibilities

- Develop mid- and long-term business strategies.
- Lead sales and business development to meet revenue targets.
- Analyze market trends and propose growth initiatives.
- Build strong relationships with hospitals, clinics, distributors, and manufacturers.
- Manage bidding, tendering, and contract execution.
- Train and lead the sales team.
- Collaborate with technical, legal, and after-sales teams.
- Represent the company at industry events and exhibitions.
- Report business performance to the executive board.

Requirements

- Bachelor's degree in Pharmacy, Medicine, Business, or related fields.
- 5+ years in medical sales management or 2+ years in a senior leadership role.
- Strong experience in hospital bidding and distribution networks.
- Knowledge of healthcare regulations and procurement processes.
- Excellent leadership and strategic thinking.
- English or Japanese communication skills preferred.
- Strong network in the healthcare industry is a plus.

Benefits

- Competitive salary + performance bonus

- Year-end bonus
- Full insurance + premium healthcare
- Company car/travel allowance, phone allowance
- Career path to Sales Director
- International training and industry events
- Professional and long-term career development
- Annual company trips and team-building activities

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Company Description