



## PR/096167 | Commercial Lead - Taiwan

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1570848

**Industry**

Healthcare, Nursing

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

January 27th, 2026 12:01

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Job Title:** Commercial Lead

**Location:** Taiwan - Taoyuan

**Your New Company:** A global leader in laboratory and life sciences solutions is expanding its footprint in Taiwan and is seeking a strategic and results-driven Commercial Lead to head its operations. The company is known for its innovative technologies and commitment to advancing scientific research and healthcare outcomes.

**Your New Role:** As the Commercial Lead for Taiwan, you will be responsible for driving market growth, managing operations, and leading a high-performing team. You'll play a key role in developing business strategies, building strong relationships with stakeholders, and ensuring operational excellence across sales, logistics, and compliance.

**Key Responsibilities:**

#### Market Development

- Identify and pursue new business opportunities in the life sciences sector.
- Develop and execute strategic marketing and sales plans to grow market share.

#### Sales & Operations Management

- Oversee general lab equipment operations and ensure alignment with customer needs.
- Optimize resource allocation across territories to enhance market penetration.

#### Stakeholder Engagement

- Build and maintain relationships with key opinion leaders, distributors, and clients.
- Act as the primary contact for major accounts and coordinate with global teams.

#### Operational Excellence

- Ensure compliance with regulatory standards and industry best practices.
- Collaborate with supply chain and logistics teams for timely product delivery.

#### Reporting & Strategy

- Prepare regular reports on sales performance, market trends, and competitor analysis.
- Use data-driven insights to guide strategic decisions.

#### Team Leadership

- Build, mentor, and lead a high-performing team.
- Promote a culture of collaboration, accountability, and continuous improvement.

#### **Qualifications:**

##### Education & Experience

- Master's degree in Business Administration, Life Sciences, or a related field preferred.
- 7–10 years of experience in sales and business development within life sciences, laboratory equipment, or healthcare sectors.
- Prior experience in a leadership role with proven team management capabilities.

##### Skills & Knowledge

- Strong understanding of the life sciences market in Taiwan, including regulatory frameworks and industry dynamics.
- Familiarity with laboratory equipment, clinical diagnostics, or biotech innovation.
- Aggressive, self-motivated, and results-oriented.
- Ability to lead by example and drive performance through action.

Ready to Take the Next Step?

Interested applicants, please click **APPLY NOW** or send a copy of your updated CV to [Pinru.chen@jac-recruitment.com](mailto:Pinru.chen@jac-recruitment.com) for a confidential chat.

Do note that we will only be in touch if your application is shortlisted.

Chen Pinru  
JAC Recruitment Pte Ltd  
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EA Personnel: R25130085

#LI-JACSG  
#countrysingapore

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Company Description