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JAC Recruitment Singapore

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

December 30th, 2025 12:20

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 for a confidential chat.

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

Chen Pinru
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R25130085

#LI-JACSG
#countrysingapore

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Company Description