



PR/096455 | Product Specialist

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1572288

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 10th, 2026 13:01

General Requirements

Minimum Experience Level

Over 3 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: Product Specialist

Location: Singapore

About Us:

Join a leading global medical device company dedicated to advancing healthcare and improving patient outcomes worldwide. With a strong commitment to quality, innovation, and patient safety, they are expanding their reach across the dynamic Asia-Pacific markets.

Key Responsibilities:

- Achieve and exceed sales targets for portfolio of medical consumables within assigned hospitals and healthcare accounts in Singapore.
- Build and nurture strong relationships with key stakeholders including doctors, nurses, procurement, and other clinical staff within the hospital network.

- Conduct product presentations, demonstrations, and in-service training to healthcare professionals, effectively communicating the clinical value and benefits of the company products.
- Manage the full sales cycle from lead generation, qualification, negotiation, to closing, ensuring high customer satisfaction and repeat business.
- Monitor market trends, competitor activities, and customer needs to identify new sales opportunities and inform strategy.

Qualifications:

- A nursing background (Diploma or Degree in Nursing) is preferred, providing a deep understanding of clinical workflows and patient care needs.
- Minimum 3 years of progressive experience in sales or a related commercial role within the medical device or pharmaceutical industry.
- Experience selling medical consumables is highly preferred.
- A strong existing network and established relationships within Singapore hospitals are crucial.
- Proven ability to drive sales, negotiate effectively, and achieve targets.
- Excellent presentation, communication and interpersonal skills, with the ability to engage confidently with healthcare professionals at all levels.

Interested applicants, please click **APPLY NOW**.

Please note, only shortlisted candidates will be contacted.

Peh Yong Sin
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R2197665

#LI-JACSG

#countrysingapore

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Company Description