



PR/095519 | Sales Executive (Medical device)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1572909

Industry

Medical Device

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

June 9th, 2026 17:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

JAC's client, a global medical device company, is looking for a Sales Executive position.
Location: Ho Chi Minh City (work remotely)

Job Responsibilities

We are currently looking for ambitious Sales Executives in Ho Chi Minh, who can help us build our commercial team in Vietnam. The candidates will work to grow our business in one of the above areas and will be in close communication with the General Director of Vietnam to discuss and execute sales strategies for business enhancement.

- Meet sales goals and quotas assigned by the management
- Support and maintain positive customer and business partner relationship and develop strong relationships with key accounts

- Address customer questions and concerns expeditiously and professionally
- Develop new business prospects (hospitals, labs, clinics, etc) in specific geographic areas through prospect visits, cold calls, and all other applicable methods

- Demonstrate competency in the company's products and competitive product knowledge
- Effectively demonstrate the company's products to existing / potential customers

- Responsible for timely, accurate completion of administrative tasks, such as weekly reports, expense reports, etc
- Provide the company's management with market trends and competitive field activity information, enabling the company to support territory strategies/tactics and react quickly to competitive actions
- Create sales proposals and discuss them with the General Director
- Perform duties assigned or accepted as out of the guidelines

Job Requirements

- Bachelor's degree or above in biotechnology, life science, business administration, or related discipline
- Fluent in English
- 2+ years experience in Sales
- 1+ year experiences in New Business Acquisition
- Experience in hospital or clinical laboratory markets with demonstrated success is an advantage
- Experience working at a Japanese company is a plus
- Japanese language ability is a plus

#LI-JACVN

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Company Description