



JAC Recruitment

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JAC Recruitment Malaysia

## PR/160108 | Regional Sales Manager

## Job Information

## Recruiter

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## Job ID

1575488

## Industry

Healthcare, Nursing

## Job Type

Permanent Full-time

## Location

Malaysia

## Salary

Negotiable, based on experience

## Refreshed

February 3rd, 2026 11:47

## 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

## Position background:

New set up position to focus on new products (needles product) commercial distribution channels in South-East Asia countries.

## Job Description:

- Grow B2B sales for medical consumables under the suture project.
- Find new customers (including suture manufacturers) and support existing clients.
- Understand customer needs and propose suitable solutions to increase sales.
- Handle direct negotiations, pricing, and commercial agreements with customers.
- Build strong, long-term customer relationships and ensure high satisfaction.
- Track sales performance and provide regular reports to management.
- Study market trends and help improve sales strategies.

**Job Requirements:**

- Bachelor's degree.
- More than 10 years of B2B sales experience (medical consumables preferred).
- Strong experience in finding new customers and managing existing accounts.
- Mid-level or managerial leadership experience in sales.
- Excellent communication, negotiation, and presentation skills.
- Able to independently manage and drive the full sales cycle.

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**Company Description**