



PR/160108 | Regional Sales Manager

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

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