



PR/110052 | AM / DM: B2B Sales (Medical Equipments - Critical Care)

## Job Information

### Recruiter

JAC Recruitment India

### Job ID

1577539

### Industry

Other (Trade)

### Job Type

Permanent Full-time

### Location

India

### Salary

Negotiable, based on experience

### Refreshed

March 10th, 2026 10:01

## 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

**Company Overview:** One of the leading Japanese trading company having their HQ in Delhi.

### Job Overview:

Looking for an individual who will be responsible for driving sales and marketing activities for medical equipment / healthcare technology business in India.

### Job Responsibilities:

- Act as the primary point of contact for strategic customers and ensure high levels of customer satisfaction.
- Provide regular market feedback and insights to management.
- Liaise closely with suppliers/principals for product knowledge, pricing, negotiations and technical clarifications.
- Support contract negotiations, documentation and compliance with company policies and regulatory requirements.
- Prepare regular sales reports, forecasts and account reviews for management.
- Strong understanding of the medical equipment market.
- Proven experience in B2B sales and marketing within medical equipment or related industries.
- Ability to manage complex sales cycles and high-value accounts.
- Open to travel for sales & business development activities at Pan India level.

**Job Requirements:**

- Must have 5+ years' experience into B2B sales of medical equipments from critical care segment to medical equipment manufacturing companies in India
- Excellent communication and presentation skills.
- Strong relationship-building and stakeholder management abilities.
- Ability to work cross-functionally and in a multicultural environment.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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**Company Description**