



PR/096716 | Sales Manager, Medical Device

## Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1580379

**Industry**

Medical Device

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

March 3rd, 2026 10:06

## General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Native

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

Company Overview: Our client is a leading medical device company partnering with major public hospital clusters and healthcare institutions in the country. They supply orthopedic implant and biologics solutions and are committed to clinical excellence, surgeon partnerships and growing high-performance commercial teams. They are seeking a Sales Manager to lead field sales coverage across Singapore's public hospitals and major healthcare providers.

Position: Sales Manager, Trauma (OT Experience Required)

### Key Responsibilities:

- Lead, coach and develop a field sales team. Run regular 1:1s, monthly team meetings and in-field coaching visits.
- Set targets, manage segment accounts and drive proactive business development beyond passive case coverage.

- Monitor and drive team performance using CRM and sales dashboards (pipeline health, call activity, conversion, territory coverage).
- Collaborate with Product Marketing, Medical Education and Customer Service to activate campaigns, support surgeon training, resolve escalations and optimize operational metrics.
- Represent the team in national business reviews, launch planning and stakeholder alignment; manage surgeon relationships, complaints and escalations; provide strategic account oversight.

#### Key Requirements

- People Management: 2+ years direct line management experience.
- Surgical OT exposure and comfort managing surgeons is mandatory.
- Strong commercial mindset; experience with CRM/sales dashboards and managing business metrics.
- Education: Degree-level qualification desirable (business or life sciences preferred).
- Residence & Travel: Based in Singapore; ability to travel between hospitals and regional sites as required.

#### Preferred Background

- Priority: Orthopedics (trauma/trauma-adjacent) or ex-clinical / surgical device experience.
- Also Suitable: CMF, spine, general surgery or other surgical device environments.

#### Performance Indicators

- Team sales targets, pipeline conversion and territory coverage.
- Improvement in team performance and development outcomes.
- Stakeholder satisfaction and escalation resolution metrics.

#### What Will Make You Competitive

- Proven track record of improving team performance and developing mixed-seniority teams.
- Strong OT familiarity and commercial judgment beyond case support.
- Strategic thinking, stakeholder influence and measurable results in sales metrics.

Apply online or contact me for further information. Only shortlisted candidates will be notified due to application volume; thank you for your understanding.

Adrian Leong  
JAC Recruitment Pte Ltd  
EA Personnel: R26160017

#LI-JACSG  
#countrysingapore

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