



PR/096793 | Product Specialist

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1582422

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 06:00

General Requirements

Minimum Experience Level

Over 3 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 coronary and interventional vascular devices and accessories and are committed to clinical excellence, clinician partnerships and growing high-performance commercial teams. They are seeking a results-driven Product Specialist to grow adoption of coronary/interventional product lines across Singapore hospitals and cath-labs.

Role summary: Responsible for achieving sales targets and growing market share for coronary and interventional vascular products (stents, drug-coated balloons, covered stents, balloons and related accessories) across assigned hospitals and cath-labs. Combine commercial selling, account management and clinical liaison to develop territory plans, convert opportunities and deliver excellent customer service.

Key Responsibilities:

- Achieve monthly/quarterly sales targets and quota for assigned territory.
- Develop and execute territory and account plans to drive product adoption, case volume.
- Proactively generate leads, build pipeline and convert opportunities through clinician engagement, clinical education and promotional activities.
- Manage key relationships with interventional cardiologists, cath-lab managers, procurement and hospital stakeholders.
- Use CRM and sales dashboards to track pipeline health, call activity, conversion rates and territory coverage; submit timely procedure and activity reports.
- Collaborate with marketing, product and medical teams to activate campaigns, support launches and communicate clinical evidence.
- Monitor competitor activity and local market trends; escalate insights and opportunities to commercial leadership.
- Handle minor escalations and service issues; coordinate resolution with Customer Service/Clinical teams.

Key Requirements

- 3–5+ years' sales experience in medical devices or related healthcare sales; interventional cardiology / cath-lab exposure strongly preferred.
- Comfortable supporting case activity in cath-labs and engaging clinicians in procedural settings.
- Demonstrated ability to hit sales targets, manage a sales pipeline and use CRM tools effectively.
- Excellent interpersonal, negotiation and presentation skills; ability to influence senior clinicians and procurement stakeholders.
- Self-motivated, target oriented, organized and able to manage multiple accounts independently.
- Based in Singapore with willingness to travel between hospitals in Singapore.

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

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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