



PR/160270 | Regional Sales Manager (Surgical Products)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1582498

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 05:00

General Requirements

Minimum Experience Level

Over 10 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 and Job Overview

Our client is a leading manufacturer of medical and surgical products. They are seeking a Regional Sales Manager to lead and develop the regional sales organization, manage distributors, strengthen market presence, and drive sustainable growth of the surgical business within Southeast Asia

Job Responsibilities

- Develop regional sales strategies and annual business plans for ophthalmology and general surgery, including setting sales, profit and KPI targets by country and product line
- Prioritize markets and product segments based on potential, competition and growth outlook, while optimizing pricing and distribution models
- Lead and manage regional and in-country sales teams, including recruitment, capability development, performance management and resource allocation
- Appoint, manage and develop distributors across the four countries, ensuring standardized sales processes and strong partnership performance
- Build and maintain relationships with key hospitals, institutions and KOLs, and implement a structured regional Key

Account Management approach

- Collaborate closely with cross-functional teams and Japan HQ on market insights, regulatory needs, marketing activities and regional event execution
- Ensure strict governance and compliance with medical device regulations, internal policies and ethical standards, including monitoring promotional practices and training stakeholders

Job Requirements

- Bachelor's degree in any related discipline
- 10–15 years of medical device sales experience, preferably in surgical specialties such as ophthalmology, general surgery, microsurgery or sutures, with at least 3 years managerial experience
- Proven regional or multi-country sales and distributor management experience in Southeast Asia
- Strong track record in hospital- and physician-focused sales, including work with tertiary/university hospitals, KOL engagement and scientific or academic events
- Demonstrated capability in data-driven sales management, including KPI tracking, pipeline management, forecasting and achieving sales/profit or P&L targets
- Preferably experienced with ophthalmic and general surgical product lines, with an existing network of key hospitals and surgeons
- Additional advantages include understanding of medical device

regulations and experience leading multicultural, cross-country teams

Must be a Malaysian citizen

Interested applicants, feel free to click APPLY NOW.

#LI-JACMY

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description