



PR/160628 | Head of Sales & Marketing Manager in a well-established Pharmaceutical Company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599339

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:14

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

We are looking for a Sales & Marketing Manager to join our client, a well-established pharmaceutical company that focuses on the development of original drugs. You will play a vital role in leading the sales team, providing guidance and coaching, ensuring your team members achieving the sales target given.

Job Responsibilities

- Lead and oversee all Sales & Marketing (S&M) functions, including departmental strategy, operations, and performance management
- Build, structure, and retain a high-performing S&M team, including HR planning, coaching, and capability development
- Drive sales performance and financial discipline, ensuring achievement of sales targets and adherence to S&M budgets

- Develop and execute comprehensive commercial and marketing strategies, including market analysis, product positioning, and promotional planning
- Strengthen market presence and stakeholder engagement, organizing key events, and building relationships with healthcare professionals, KOLs, and partners
- Collaborate regionally and support business growth, including alignment with HQ and affiliates, distributor management, training development, and evaluation of new product opportunities
- Promoting and managing entire ASEAN marketing for designation product according to regional role.

Job Requirements

- Bachelor's degree in a Science-related discipline
- Minimum 10 years of pharmaceutical sales experience, preferably in CNS, with at least 2 years of team management experience
- Experience covering both government and private hospitals, with familiarity in government listing processes being an advantage
- Solid understanding of PhAMA promotion code
- Strong communication and interpersonal skills, with a positive, sales-driven mindset
- Independent leader with strong team orientation and self-motivation
- Applicants must be Malaysian citizens or hold valid work authorization

Interested applicants, feel free to click APPLY NOW

#LI-JACMY
#countrymalaysia

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Company Description