



PR/109678 | National Manager – IVD Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1599419

Industry

Medical Device

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:24

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

???? Key Responsibilities:

- Lead strategic sales and marketing initiatives for IVD Hematology products across India.
- Maintain deep market intelligence on Hematology trends, competitor landscape, and regional dynamics.
- Cultivate strong relationships with Pathologists, Diagnostic Centers, Hospitals, and Key Opinion Leaders (KOLs).
- Mentor and manage a team of 20+ sales professionals, driving performance through training and strategic guidance.
- Oversee the complete sales cycle including quotations, tenders, documentation, and customer engagement.
- Strengthen distributor networks, ensuring ethical compliance and long-term partnerships.
- Monitor and report on team performance, customer data, financial metrics, and reagent rental analytics.
- Drive brand positioning and business growth through CMEs, conferences, and high-value account management.
- Achieve and exceed monthly, quarterly, and annual targets across instruments, reagents, and rentals.

???? Requirements:

- Minimum 20 years of experience in IVD Sales & Marketing, with a strong focus on Hematology and Lab Chain Management.
- Proven success in managing national-level strategies and expanding customer base.
- Expertise in sales forecasting, funnel analysis, and market trend evaluation.

- Strong communication and presentation skills for internal and external stakeholder engagement.
- Educational background: B.Sc/M.Sc in Life Sciences, Biotech, M-Tech, or MBA with a science foundation.

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Company Description