



PR/097285 | Head of Commercial

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1599715

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:50

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

Job Title: Head of Commercial

Location: Singapore

About Us:

The client is a Singapore-based medtech innovator looking for a Head of Commercial to lead its Asia Pacific go-to-market strategy, scaling commercial operations across the region.

Key Responsibilities:

- Develop and execute go-to-market and commercialization strategies tailored to regional needs. Conduct thorough market analysis of competitors and growth opportunities. Identify customer segments and critical success factors. Ensure strategic alignment with company objectives and product roadmap.
- Coordinate with internal cross-functional teams, including QARA, marketing, clinical, and product development, to ensure market readiness. Relay customer and distributor feedback to inform product and marketing strategy. Prepare

detailed market and performance reports for the leadership team.

- Identify, evaluate, and onboard medical device distributors across the region, prioritizing initial target markets. Build strong distributor partnerships through structured engagement and performance monitoring. Negotiate and oversee commercial agreements and distributor performance metrics. Deliver product training, marketing assets, and ongoing support to maximize sales performance. Manage distributors on lead generation and pipeline management.

Qualifications:

- At least 10 years of experience in sales/commercialization within the medical device or relevant healthcare industry
- Proven expertise working with indirect (distributor) channels in the Asia Pacific region
- Strong understanding of local governance and reimbursement landscapes across APAC markets

Interested applicant, please click **APPLY NOW**

Do note that we will only be in touch if your application is shortlisted.

#LI-JACSG

#countrysingapore

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Company Description