



## PR/097312 | Commercial Manager

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1600427

**Industry**

Healthcare, Nursing

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

June 30th, 2026 17:02

### General Requirements

**Minimum Experience Level**

Over 6 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:** Commercial Manager

**Location:** Singapore

**About Us:**

The client is a Singapore-based medtech innovator looking for a Commercial Manager who wants to be hands on at building a business, not just maintaining one. You will take full ownership of direct sales, channel partnerships, and new business development across the APAC region, reporting to senior leadership with genuine visibility and influence over how the company grows market by market.

**Key Responsibilities:**

- Develop and manage relationships with key decision-makers across government hospitals, restructured hospitals, private hospitals, and specialist and surgical clinics throughout the region.
- Recruit, onboard, and manage distributor and reseller partnerships across assigned APAC markets, developing joint

business plans, setting performance KPIs, and conducting regular business reviews.

- Play an active role in identifying untapped market segments and emerging customer opportunities, building relationships with KOLs, surgeons, and hospital administrators, leading tender and government procurement initiatives, and gathering competitive intelligence to sharpen the company's positioning and expansion strategy.

**Qualifications:**

- At least 5 years of experience in medical device sales, with a demonstrated track record of opening new markets and accounts rather than simply managing an existing book of business.
- Comfortable engaging a surgeon in a clinical conversation and a procurement director in a commercial one.
- Proven expertise working with indirect (distributor) channels across more than one APAC market.

Interested applicant, please click [APPLY NOW](#)

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

#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.

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

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

---

Company Description