


# PR/160880 | Medical Sales Executive (CNS)

## Job Information

**Recruiter**
JAC Recruitment Malaysia

**Job ID**
1605592

**Industry**
Healthcare, Nursing

**Job Type**
Permanent Full-time

**Location**
Malaysia

**Salary**
Negotiable, based on experience

**Refreshed**
October 27th, 2026 18:00

## General Requirements

**Minimum Experience Level**
Over 3 years

**Career Level**
Mid Career

**Minimum English Level**
Fluent Level

**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**

A global pharmaceutical company is looking for a dedicated and motivated Medical Sales Executive to join their team. In this role, you will drive sales performance and develop growth strategies to expand market presence and achieve business goals.

**Job Responsibilities**

- Build trust with HCPs and stakeholders
- Achieve sales, growth, market share, and listing targets
- Plan and execute HCP engagement activities
- Organize promotional events to boost brand visibility

- Expand market share by identifying new channels, HCP, hospitals and accounts
- Analyze territory performance and report monthly
- Stay updated on medical knowledge and brand strategy
- Handle complaints and medical inquiries professionally
- Ensure compliance with regulations and company policies
- Support and guide team members to enhance performance

**Job Requirements**

- Bachelor’s degree in Pharmacy, Pharmaceutical Science, Science or related fields
- Minimum 3 years of sales experience in the pharmaceutical industry
- Experience in Government/ MOH is a must
- Strong organizational and time-management abilities
- Good business acumen in identifying more opportunity
- Experience in new launches or psychiatry or bluebook listing would be advantageous
- Willing to be based in Johor/ Kuching.

Interested applicants, feel free to click APPLY NOW

#LI-JACMY
#countrymalaysia

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