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JAC Recruitment Malaysia

PR/160958 | Medical Sales Executive - Hospital Furniture

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1607719

Industry

Medical Device

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 10:32

General Requirements

Minimum Experience Level

Over 3 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 Overview

A leading healthcare solutions provider specializing in medical furniture, healthcare facility solutions, medical equipment, laboratory furniture, and orthopedic products is seeking a **Medical Sales Specialist (Hospital Furniture)** to drive business growth and expand market presence across hospitals, healthcare institutions, nursing homes, and private clinics. This role focuses on promoting a comprehensive range of healthcare furniture solutions, including hospital beds, ICU and ward furniture, patient transport stretchers, examination chairs, bedside cabinets, medical carts, and other clinical support products. The successful candidate will be responsible for business development, consultative selling, customer relationship management, product demonstrations, and project coordination to achieve sales targets while delivering exceptional customer service and healthcare solutions.

Key Responsibilities

- Develop and manage sales activities within the assigned territory to achieve sales targets and business objectives.
- Identify, prospect, and build relationships with hospitals, private clinics, nursing homes, healthcare institutions, and key decision-makers.
- Conduct product presentations, demonstrations, and trials for purchasing departments, nursing personnel, facility managers, and healthcare professionals.

- Understand customer requirements and recommend suitable healthcare furniture and equipment solutions based on operational and clinical needs.
- Prepare quotations, proposals, product configurations, and pricing packages tailored to customer requirements.
- Work closely with procurement and purchasing departments to facilitate tender submissions, purchase orders, and approval processes.
- Coordinate with internal logistics and technical teams to ensure timely delivery, installation, and commissioning of equipment.
- Conduct product training and operational guidance for end users to ensure proper utilization and maintenance of installed products.
- Maintain strong customer relationships through regular follow-ups and after-sales support.
- Monitor market trends, competitor activities, and customer feedback to identify new business opportunities and provide market intelligence.
- Maintain accurate sales pipelines, forecasts, customer records, and sales reports.
- Participate in industry exhibitions, product launches, and marketing activities to generate leads and enhance brand visibility.

Key Requirements

- Diploma or Degree in Business, Marketing, Healthcare Management, Biomedical Engineering, Life Sciences, or related disciplines.
- Minimum 2 to 5 years of successful B2B sales experience, preferably in medical devices, healthcare solutions, hospital equipment, healthcare furniture, capital equipment, or office furniture industries.
- Strong consultative selling, account management, and business development skills.
- Ability to understand and explain product specifications, mechanical features, weight capacities, electrical configurations, and healthcare safety standards.
- Excellent communication, presentation, negotiation, and interpersonal skills.
- Proven ability to build relationships with purchasing officers, healthcare professionals, facility managers, and key decision-makers.
- Strong organizational and pipeline management skills, with the ability to manage multiple opportunities simultaneously.
- Independent, proactive, and results-oriented with a strong sales drive.
- Willing to travel within the assigned territory for customer visits, product demonstrations, and project follow-ups.
- Proficient in Microsoft Office applications and CRM systems.

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Company Description