



PR/097624 | Commercial Lead, Singapore

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1612822

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Hong Kong

Salary

Negotiable, based on experience

Refreshed

September 15th, 2026 10:47

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 Lead

About Us:

Our client is a leading organization within the healthcare and dental industry. They are seeking an experienced Commercial Manager / Commercial Lead to drive business growth and lead operations in Singapore.

This is a leadership role responsible for developing and executing sales strategies, managing commercial performance, and leading a high-performing sales team to achieve ambitious business objectives.

Key Responsibilities:

- Develop and execute sales and commercial strategies aligned with company objectives.

- Manage full P&L responsibility, including budgeting, forecasting, revenue growth, and cost control.
- Lead, coach, and develop a high-performing sales team.
- Drive market expansion and business development initiatives within Singapore.
- Collaborate closely with operational and cross-functional teams to enhance customer experience and service delivery.
- Monitor market trends, customer needs, and competitor activities to identify growth opportunities.
- Build and maintain relationships with key customers and stakeholders.

Qualifications:

- Proven experience in a Commercial Manager, Sales Manager, Business Unit Manager, or similar leadership role.
- Demonstrated success in leading sales teams and delivering business growth.
- Experience within healthcare, dental, medical devices, pharmaceutical, or related industries is highly advantageous.
- Strong leadership, communication, negotiation, and stakeholder management skills.

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