



PR/097785 | Sales Lead

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1618597

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

October 20th, 2026 10:29

General Requirements

Minimum Experience Level

Over 6 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

Job Title: Sales Lead

About Us:

The company is a global healthcare organization at the forefront of advancing neuroscience and improving patient outcomes across Asia.

This is a player-coach role suited to a high-performing pharmaceutical sales professional who enjoys remaining close to customers while taking on broader leadership responsibilities. You will manage strategic hospital and specialist accounts while coaching and developing junior Medical Representatives.

Key Responsibilities:

- Drive sales performance and develop strategic account plans for the CNS portfolio across public hospitals, specialist institutions, polyclinics, and private clinics.
- Build strong relationships with psychiatrists, neurologists, geriatricians, pharmacists, and other healthcare stakeholders.
- Coach, mentor, and develop junior Medical Representatives through joint field visits, call feedback, onboarding, and territory planning.
- Analyse market, customer, and competitor insights to identify growth opportunities and improve territory performance.
- Partner with internal teams to execute CME programmes, disease-awareness initiatives, customer activities, and broader commercial plans.

Qualifications:

- At least five years of ethical pharmaceutical sales experience, with direct exposure to CNS, psychiatry, neurology, or geriatrics.
- Strong track record in hospital, institutional, or specialist pharmaceutical sales, with established relationships in the Singapore healthcare market.
- Demonstrated ability to mentor, train, or coach colleagues; formal people-management experience is advantageous but not essential.
- Commercially driven and strategic, with strong account-management, communication, and stakeholder-engagement skills.

If you are motivated by the autonomy to influence territory direction, develop junior colleagues, and contribute to the growth of an important specialist portfolio, 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