



PR/095234 | Sales Support Specialist

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1560906

業種

医療機器

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2025年10月07日 11:34

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Report to: General Director

Location: Hanoi

Reason for Opening: Replacement

Key Responsibilities

- Serve as the primary point of contact for all distributor-related business activities across Vietnam.
- Build and maintain relationships with both existing and newly appointed distributors, as well as current and prospective customers (including key decision-makers and influencers).
- Schedule and conduct regular meetings with distributors and customers to foster strong partnerships and promote ARKRAY's laboratory products.
- Assist in the development, renewal, and negotiation of distribution contracts and agreements.
- Monitor tender announcements, analyze technical and commercial requirements, and support the development of competitive tender strategies.
- Collaborate with the team to tailor tender strategies to specific opportunities.
- Support negotiations for product placement conditions, including pricing, quantities, and payment terms.
- Attend and co-organize exhibitions, conferences, and customer meetings.
- Identify and evaluate new business opportunities.

- Perform other duties as assigned or accepted beyond the outlined responsibilities.

Required Qualifications

- Bachelor's degree or higher.
- Minimum 2 years of experience in distributor support and/or tender support within the clinical diagnostics market.
- Business-level proficiency in English (listening, speaking, reading, and writing).

Preferred Qualifications

- Sales or marketing experience in the IVD (In Vitro Diagnostics) field.
- Degree in biotechnology, life sciences, or a related discipline.
- Experience in hospital or clinical laboratory markets with proven success.
- Japanese language skills are a plus.

#LI-JACVN

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会社説明