



PR/096167 | Commercial Lead - Taiwan

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント シンガポール

求人ID

1564294

業種

福祉・介護

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年11月18日 08:01

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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

Job Title: Commercial Lead

Location: Taiwan - Taoyuan

Your New Company: A global leader in laboratory and life sciences solutions is expanding its footprint in Taiwan and is seeking a strategic and results-driven Commercial Lead to head its operations. The company is known for its innovative technologies and commitment to advancing scientific research and healthcare outcomes.

Your New Role: As the Commercial Lead for Taiwan, you will be responsible for driving market growth, managing operations, and leading a high-performing team. You'll play a key role in developing business strategies, building strong relationships with stakeholders, and ensuring operational excellence across sales, logistics, and compliance.

Key Responsibilities:

Market Development

- Identify and pursue new business opportunities in the life sciences sector.
- Develop and execute strategic marketing and sales plans to grow market share.

Sales & Operations Management

- Oversee general lab equipment operations and ensure alignment with customer needs.
- Optimize resource allocation across territories to enhance market penetration.

Stakeholder Engagement

- Build and maintain relationships with key opinion leaders, distributors, and clients.
- Act as the primary contact for major accounts and coordinate with global teams.

Operational Excellence

- Ensure compliance with regulatory standards and industry best practices.
- Collaborate with supply chain and logistics teams for timely product delivery.

Reporting & Strategy

- Prepare regular reports on sales performance, market trends, and competitor analysis.
- Use data-driven insights to guide strategic decisions.

Team Leadership

- Build, mentor, and lead a high-performing team.
- Promote a culture of collaboration, accountability, and continuous improvement.

Qualifications:

Education & Experience

- Master's degree in Business Administration, Life Sciences, or a related field preferred.
- 7–10 years of experience in sales and business development within life sciences, laboratory equipment, or healthcare sectors.
- Prior experience in a leadership role with proven team management capabilities.

Skills & Knowledge

- Strong understanding of the life sciences market in Taiwan, including regulatory frameworks and industry dynamics.
- Familiarity with laboratory equipment, clinical diagnostics, or biotech innovation.
- Aggressive, self-motivated, and results-oriented.
- Ability to lead by example and drive performance through action.

Ready to Take the Next Step?

Interested applicants, please click **APPLY NOW** or send a copy of your updated CV to Pinru.chen@jac-recruitment.com for a confidential chat.

Do note that we will only be in touch if your application is shortlisted.

Chen Pinru
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R25130085

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#countrysingapore

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会社説明