



PR/096716 | Sales Manager, Medical Device

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

1580379

業種

医療機器

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

2026年03月17日 06:00

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

ネイティブ

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

Company Overview: Our client is a leading medical device company partnering with major public hospital clusters and healthcare institutions in the country. They supply orthopedic implant and biologics solutions and are committed to clinical excellence, surgeon partnerships and growing high-performance commercial teams. They are seeking a Sales Manager to lead field sales coverage across Singapore's public hospitals and major healthcare providers.

Position: Sales Manager, Trauma (OT Experience Required)

Key Responsibilities:

- Lead, coach and develop a field sales team. Run regular 1:1s, monthly team meetings and in-field coaching visits.
- Set targets, manage segment accounts and drive proactive business development beyond passive case coverage.

- Monitor and drive team performance using CRM and sales dashboards (pipeline health, call activity, conversion, territory coverage).
- Collaborate with Product Marketing, Medical Education and Customer Service to activate campaigns, support surgeon training, resolve escalations and optimize operational metrics.
- Represent the team in national business reviews, launch planning and stakeholder alignment; manage surgeon relationships, complaints and escalations; provide strategic account oversight.

Key Requirements

- People Management: 2+ years direct line management experience.
- Surgical OT exposure and comfort managing surgeons is mandatory.
- Strong commercial mindset; experience with CRM/sales dashboards and managing business metrics.
- Education: Degree-level qualification desirable (business or life sciences preferred).
- Residence & Travel: Based in Singapore; ability to travel between hospitals and regional sites as required.

Preferred Background

- Priority: Orthopedics (trauma/trauma-adjacent) or ex-clinical / surgical device experience.
- Also Suitable: CMF, spine, general surgery or other surgical device environments.

Performance Indicators

- Team sales targets, pipeline conversion and territory coverage.
- Improvement in team performance and development outcomes.
- Stakeholder satisfaction and escalation resolution metrics.

What Will Make You Competitive

- Proven track record of improving team performance and developing mixed-seniority teams.
- Strong OT familiarity and commercial judgment beyond case support.
- Strategic thinking, stakeholder influence and measurable results in sales metrics.

Apply online or contact me for further information. Only shortlisted candidates will be notified due to application volume; thank you for your understanding.

Adrian Leong
JAC Recruitment Pte Ltd
EA Personnel: R26160017

#LI-JACSG
#countrysingapore

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会社説明