



## PR/160270 | Regional Sales Manager (Surgical Products)

### 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マレーシア

#### 求人ID

1582498

#### 業種

その他（商社）

#### 雇用形態

正社員

#### 勤務地

マレーシア

#### 給与

経験考慮の上、応相談

#### 更新日

2026年03月31日 05:00

### 応募必要条件

#### 職務経験

10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

#### Company and Job Overview

Our client is a leading manufacturer of medical and surgical products. They are seeking a Regional Sales Manager to lead and develop the regional sales organization, manage distributors, strengthen market presence, and drive sustainable growth of the surgical business within Southeast Asia

#### Job Responsibilities

- Develop regional sales strategies and annual business plans for ophthalmology and general surgery, including setting sales, profit and KPI targets by country and product line
- Prioritize markets and product segments based on potential, competition and growth outlook, while optimizing pricing and distribution models
- Lead and manage regional and in-country sales teams, including recruitment, capability development, performance management and resource allocation
- Appoint, manage and develop distributors across the four countries, ensuring standardized sales processes and strong partnership performance
- Build and maintain relationships with key hospitals, institutions and KOLs, and implement a structured regional Key

Account Management approach

- Collaborate closely with cross-functional teams and Japan HQ on market insights, regulatory needs, marketing activities and regional event execution
- Ensure strict governance and compliance with medical device regulations, internal policies and ethical standards, including monitoring promotional practices and training stakeholders

### Job Requirements

- Bachelor's degree in any related discipline
- 10–15 years of medical device sales experience, preferably in surgical specialties such as ophthalmology, general surgery, microsurgery or sutures, with at least 3 years managerial experience
- Proven regional or multi-country sales and distributor management experience in Southeast Asia
- Strong track record in hospital- and physician-focused sales, including work with tertiary/university hospitals, KOL engagement and scientific or academic events
- Demonstrated capability in data-driven sales management, including KPI tracking, pipeline management, forecasting and achieving sales/profit or P&L targets
- Preferably experienced with ophthalmic and general surgical product lines, with an existing network of key hospitals and surgeons
- Additional advantages include understanding of medical device

regulations and experience leading multicultural, cross-country teams

Must be a Malaysian citizen

Interested applicants, feel free to click APPLY NOW.

#LI-JACMY

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会社説明