



PR/160628 | Head of Sales & Marketing Manager in a well-established Pharmaceutical Company

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

1599339

業種

福祉・介護

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06月26日 11:14

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

We are looking for a Sales & Marketing Manager to join our client, a well-established pharmaceutical company that focuses on the development of original drugs. You will play a vital role in leading the sales team, providing guidance and coaching, ensuring your team members achieving the sales target given.

Job Responsibilities

- Lead and oversee all Sales & Marketing (S&M) functions, including departmental strategy, operations, and performance management
- Build, structure, and retain a high-performing S&M team, including HR planning, coaching, and capability development
- Drive sales performance and financial discipline, ensuring achievement of sales targets and adherence to S&M budgets

- Develop and execute comprehensive commercial and marketing strategies, including market analysis, product positioning, and promotional planning
- Strengthen market presence and stakeholder engagement, organizing key events, and building relationships with healthcare professionals, KOLs, and partners
- Collaborate regionally and support business growth, including alignment with HQ and affiliates, distributor management, training development, and evaluation of new product opportunities
- Promoting and managing entire ASEAN marketing for designation product according to regional role.

Job Requirements

- Bachelor's degree in a Science-related discipline
- Minimum 10 years of pharmaceutical sales experience, preferably in CNS, with at least 2 years of team management experience
- Experience covering both government and private hospitals, with familiarity in government listing processes being an advantage
- Solid understanding of PhAMA promotion code
- Strong communication and interpersonal skills, with a positive, sales-driven mindset
- Independent leader with strong team orientation and self-motivation
- Applicants must be Malaysian citizens or hold valid work authorization

Interested applicants, feel free to click APPLY NOW

#LI-JACMY
#countrymalaysia

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明