



## PR/109678 | National Manager – IVD Sales

### 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インド

#### 求人ID

1599419

#### 業種

医療機器

#### 雇用形態

正社員

#### 勤務地

インド

#### 給与

経験考慮の上、応相談

#### 更新日

2026年06月26日 11:24

### 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

#### ???? Key Responsibilities:

- Lead strategic sales and marketing initiatives for IVD Hematology products across India.
- Maintain deep market intelligence on Hematology trends, competitor landscape, and regional dynamics.
- Cultivate strong relationships with Pathologists, Diagnostic Centers, Hospitals, and Key Opinion Leaders (KOLs).
- Mentor and manage a team of 20+ sales professionals, driving performance through training and strategic guidance.
- Oversee the complete sales cycle including quotations, tenders, documentation, and customer engagement.
- Strengthen distributor networks, ensuring ethical compliance and long-term partnerships.
- Monitor and report on team performance, customer data, financial metrics, and reagent rental analytics.
- Drive brand positioning and business growth through CMEs, conferences, and high-value account management.
- Achieve and exceed monthly, quarterly, and annual targets across instruments, reagents, and rentals.

#### ???? Requirements:

- Minimum 20 years of experience in IVD Sales & Marketing, with a strong focus on Hematology and Lab Chain Management.
- Proven success in managing national-level strategies and expanding customer base.
- Expertise in sales forecasting, funnel analysis, and market trend evaluation.

- Strong communication and presentation skills for internal and external stakeholder engagement.
- Educational background: B.Sc/M.Sc in Life Sciences, Biotech, M-Tech, or MBA with a science foundation.

**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.

Privacy Policy Link: <https://www.jac-recruitment.in/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.in/terms-of-use>

---

会社説明