



PR/097285 | Head of Commercial

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

1599715

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

2026年06月26日 11:50

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

Job Title: Head of Commercial

Location: Singapore

About Us:

The client is a Singapore-based medtech innovator looking for a Head of Commercial to lead its Asia Pacific go-to-market strategy, scaling commercial operations across the region.

Key Responsibilities:

- Develop and execute go-to-market and commercialization strategies tailored to regional needs. Conduct thorough market analysis of competitors and growth opportunities. Identify customer segments and critical success factors. Ensure strategic alignment with company objectives and product roadmap.
- Coordinate with internal cross-functional teams, including QARA, marketing, clinical, and product development, to ensure market readiness. Relay customer and distributor feedback to inform product and marketing strategy. Prepare

detailed market and performance reports for the leadership team.

- Identify, evaluate, and onboard medical device distributors across the region, prioritizing initial target markets. Build strong distributor partnerships through structured engagement and performance monitoring. Negotiate and oversee commercial agreements and distributor performance metrics. Deliver product training, marketing assets, and ongoing support to maximize sales performance. Manage distributors on lead generation and pipeline management.

Qualifications:

- At least 10 years of experience in sales/commercialization within the medical device or relevant healthcare industry
- Proven expertise working with indirect (distributor) channels in the Asia Pacific region
- Strong understanding of local governance and reimbursement landscapes across APAC markets

Interested applicant, please click **APPLY NOW**

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

#LI-JACSG

#countrysingapore

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会社説明