



PR/097312 | Commercial Manager

## 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

1600427

### 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08月25日 14:00

## 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

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:** Commercial Manager

**Location:** Singapore

### About Us:

The client is a Singapore-based medtech innovator looking for a Commercial Manager who wants to be hands on at building a business, not just maintaining one. You will take full ownership of direct sales, channel partnerships, and new business development across the APAC region, reporting to senior leadership with genuine visibility and influence over how the company grows market by market.

### Key Responsibilities:

- Develop and manage relationships with key decision-makers across government hospitals, restructured hospitals, private hospitals, and specialist and surgical clinics throughout the region.
- Recruit, onboard, and manage distributor and reseller partnerships across assigned APAC markets, developing joint

business plans, setting performance KPIs, and conducting regular business reviews.

- Play an active role in identifying untapped market segments and emerging customer opportunities, building relationships with KOLs, surgeons, and hospital administrators, leading tender and government procurement initiatives, and gathering competitive intelligence to sharpen the company's positioning and expansion strategy.

**Qualifications:**

- At least 5 years of experience in medical device sales, with a demonstrated track record of opening new markets and accounts rather than simply managing an existing book of business.
- Comfortable engaging a surgeon in a clinical conversation and a procurement director in a commercial one.
- Proven expertise working with indirect (distributor) channels across more than one APAC market.

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