

PR/097785 | Sales Lead

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
1618597

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11月03日 08:00

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
流暢レベル

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: Sales Lead

About Us:

The company is a global healthcare organization at the forefront of advancing neuroscience and improving patient outcomes across Asia.

This is a player-coach role suited to a high-performing pharmaceutical sales professional who enjoys remaining close to customers while taking on broader leadership responsibilities. You will manage strategic hospital and specialist accounts while coaching and developing junior Medical Representatives.

Key Responsibilities:

- Drive sales performance and develop strategic account plans for the CNS portfolio across public hospitals, specialist institutions, polyclinics, and private clinics.
- Build strong relationships with psychiatrists, neurologists, geriatricians, pharmacists, and other healthcare stakeholders.
- Coach, mentor, and develop junior Medical Representatives through joint field visits, call feedback, onboarding, and territory planning.
- Analyse market, customer, and competitor insights to identify growth opportunities and improve territory performance.
- Partner with internal teams to execute CME programmes, disease-awareness initiatives, customer activities, and broader commercial plans.

Qualifications:

- At least five years of ethical pharmaceutical sales experience, with direct exposure to CNS, psychiatry, neurology, or geriatrics.
- Strong track record in hospital, institutional, or specialist pharmaceutical sales, with established relationships in the Singapore healthcare market.
- Demonstrated ability to mentor, train, or coach colleagues; formal people-management experience is advantageous but not essential.
- Commercially driven and strategic, with strong account-management, communication, and stakeholder-engagement skills.

If you are motivated by the autonomy to influence territory direction, develop junior colleagues, and contribute to the growth of an important specialist portfolio, 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