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Area Sale Manager (Ultrasound) for Mandalay

Hiring organization

Fourteen Star Network Co.,Ltd

Date posted

January 30, 2025

Description

- No. of Position – 1 Post
- Department – Imaging Dept. (Upper Myanmar)
- Job Location – Chanayethasan Township, Mandalay
- Job Type – Full Time (Six Working days/Week)
- Job Industry – Medical / Hospital

Responsibilities

1. Sales Strategy & Execution:

- o Develop and implement sales strategies to meet or exceed area sales targets for ultrasound products.
- o Monitor sales performance and analyze market trends to identify growth opportunities.
- o Prepare sales forecasts, budgets, and action plans.

2. Customer Relationship Management:

- o Build and maintain long-term relationships with healthcare professionals, KOLs, hospitals, diagnostic centers, and distributors in the region.
- o Conduct regular customer visits to understand their needs, provide product demonstrations, and offer tailored solutions.

3. Team Leadership:

- o Recruit, train, and manage a high-performing sales team in the region.
- o Set individual and team sales targets and provide ongoing coaching and performance feedback.

4. Market Research & Business Development:

- o Identify new business opportunities and target potential customers.
- o Gather and analyze market intelligence to provide feedback on customer needs, competitor activities, and product performance.

5. Product Expertise & Training:

- o Develop in-depth knowledge of ultrasound products and their applications.
- o Conduct training sessions for customers and the sales team on product features, usage, and benefits.

6. Reporting & Compliance:

- o Prepare and submit regular sales reports to senior management, detailing performance metrics, challenges, and opportunities.
- o Ensure compliance with company policies and local regulatory requirements.

Qualifications

1. Education level – B.Med Tech (Imaging) (or) M.B.B.S.
2. Experience level – Minimum 3 to 5 years' experience in Medical Field.
3. Preferred Age – Between 30 to 40 years old
4. Computer Skill level – Microsoft Office & CRM tools.
5. Language Skill – Proficiency in both English & Myanmar
6. Good personality
7. Be able to do trips in the whole Myanmar.
8. Strong problem diagnosis and resolving skills, developing options, and implementing solutions.
9. Good cooperation and communication skills.

