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Area Sales Manager for Medical Imaging Dept. – Yangon

Description

- ☑ No. of Position – 1 Post
- ☑ Department – Imaging Dept. (Lower Myanmar)
- ☑ Job Location – M – 3, Makha Housing, No.31, Sa/Kha Qt. Lay Daunt Kan Road, Thingangyun Township.
- ☑ Job Type – Full Time (Six Working days/Week)
- ☑ Salary – (In Accordance with Expertise)
- ☑ Job Industry – Medical / Hospital

Responsibilities

- Achieving growth and hitting sales targets by successfully managing the sales team.
- Managing objectives setting, coaching and performance monitoring of SSE, SE.
- Good communication existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedules to call on existing or potential healthcare professionals.
- Analyze reports, data, target list and appropriate territory information to focus sales efforts.
- Presentation activity and result reports, such as daily call reports, weekly work plans, and monthly and annual territory analysis to management.
- Excellent knowledge of the market conditions.
- Analysis and Monitor competition by gathering current marketplace information.
- Develop and follow up on business leads.
- Be able to explain the receptive items to the customers.
- Arrange the SSE, SE to go way regularly to the medical stores, private & government clinics, laboratories, Hospitals in respective area.
- Supervise collecting the chance of sale, information of potential situation.
- Responsible for reaching the sale target in the respective areas.
- Good Contacts for Creating Sales.

Qualifications

1. Education level – Preferable M.B.B.S., B.Med.Tech. (Imaging), Any Graduate (Experience in Related Field)
2. Experience level – Above 5 years working experience in Medical Equipment Sales.
3. Preferred Age – Under 40 years
4. Computer Skill level – Good (word, power point, Advanced excel), internet and email.
5. Language Skill – Good (English/Myanmar)
6. Good personality
7. Be able to Manage Sales team efficiently & effectively.
8. Be able to do trips in the whole Myanmar.
9. Strong problem diagnosis and resolving skills, developing options and implementing solutions.
10. Good cooperation and communication skill
11. Driving license (more preference)

Hiring organization

Fourteen Star Network Co.,Ltd

Employment Type

Full-time

Date posted

January 28, 2025