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Sales Executive (CPAP, BiPAP) for Mandalay

Description

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

Responsibilities

- o Develop and implement sales strategies to achieve monthly, quarterly, and annual sales targets for CPAP and BiPAP machines in Upper Myanmar.
- o Identify and pursue new sales opportunities within hospitals, clinics, and medical distributors.
- o Present and demonstrate CPAP and BiPAP machine features and benefits to healthcare professionals.
- o Present and demonstrate the Sleep Study Test (Sleep Fairy) to patients in order to determine whether the patient requires a CPAP and BiPAP machines.
- o Build and maintain strong relationships with key stakeholders, including doctors, respiratory physicians and surgeons, and decision makers.
- o Provide excellent customer service to existing clients, addressing inquiries and ensuring customer satisfaction.
- o Conduct market research to understand customer needs, competitor activities, and emerging trends in respiratory care.
- o Prepare and submit regular sales reports, including sales forecasts and customer feedback.
- o Maintain comprehensive knowledge of CPAP and BiPAP machines, accessories, and related respiratory care products.
- o Conduct training sessions for customers and staff on the proper use and maintenance of CPAP and BiPAP equipment.
- o Work closely with the senior management team to organize promotional events, campaigns, and workshops to raise awareness of CPAP and BiPAP solutions.
- o Collaborate with logistics and service engineer teams to ensure timely delivery and after-sales support.

Qualifications

1. Education level – Bachelor Degree in Science , Healthcare or Related field.
2. Experience level – Minimum 2 years' experience in Medical Field.
3. Preferred Age – Between 25 to 35 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.

Hiring organization

Fourteen Star Network Co.,Ltd

Employment Type

Full-time

Date posted

January 30, 2025

Valid through

28.02.2025