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Senior Sales Executive for Medical Imaging Dept. – Mandalay

Hiring organization

Fourteen Star Network Co.,Ltd

Employment Type

Full-time

Date posted

January 24, 2025

Description

- Position Title – Senior Sales Executive
- No. of Position – 2 Post
- Department – Imaging Dept. (Upper Myanmar)
- Job Location – Chanayetharsan Township, Mandalay
- Job Type – Full Time (Six Working days/Week)
- Salary – (In Accordance with Expertise)
- Job Industry – Medical / Hospital
- Application Deadline – 28-2-2025

Responsibilities

- o Identify and pursue new business opportunities for imaging products in the Upper Myanmar region.
- o Develop and implement strategic sales plans to achieve or exceed sales targets.
- o Build and maintain strong relationships with KOLs, healthcare professionals and decision-makers.
- o Conduct market research and survey to identify potential clients and assess competitors.
- o Provide product demonstrations and presentations tailored to the needs of healthcare providers.
- o Act as the primary point of contact for customers, addressing inquiries, resolving issues, and ensuring customer satisfaction.
- o Maintain regular follow-ups with KOLs to secure repeat business and referrals.
- o Develop an in-depth understanding of imaging products and their applications.
- o Collaborate with application team and engineer team to address client queries related to product specifications and functionality.
- o Stay updated on industry trends, technological advancements, and competitor products.
- o Prepare and deliver accurate sales forecasts, reports, and updates to management.
- o Ensure all sales activities are recorded in the company's CRM system.
- o Coordinate with the operations, service team and logistics team for timely product delivery and installation.
- o Attend trade shows, medical conferences, and industry events to promote products and network with potential clients.

Qualifications

1. Education level – Bachelor's degree in Business Management, Marketing, Engineering or Related field.
2. Experience level – Minimum 2 – 3 years of Experience.
3. Preferred Age – Between 25 to 35 years old
4. Computer Skill level – Proficiency in Microsoft Office & CRM tools.
5. Language Skill – Fluency in Burmese & intermediate level in English.
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.