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Senior Sales Executive (Ultrasound) for Mandalay

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 and Business Development:

- o Develop and implement sales strategies to achieve and exceed sales targets for ultrasound products in Upper Myanmar.
- o Identify new business opportunities, including hospitals, clinics, diagnostic centers, and other healthcare providers.
- o Conduct market research to understand customer needs and industry trends.

2. Customer Relationship Management:

- o Build and maintain strong relationships with key decision-makers, such as radiologists, hospital administrators, and procurement teams.
- o Provide regular follow-ups, support, and after-sales services to ensure customer satisfaction.

3. Product Knowledge and Demonstration:

- o Present and demonstrate ultrasound products to potential customers, highlighting features, benefits, and applications.
- o Offer technical advice and guidance to customers regarding product use and specifications.

4. Sales Administration:

- o Prepare and submit sales reports, forecasts, and other administrative tasks as required.
- o Negotiate contracts, pricing, and terms with customers in alignment with company policies.

5. Collaboration and Teamwork:

- o Work closely with marketing teams to organize product promotions, seminars, and workshops.
- o Collaborate with technical support and service teams to ensure seamless customer experiences.

6. Regional Coverage:

- o Travel extensively across Upper Myanmar to visit clients, attend meetings, and participate in healthcare events

Qualifications

1. Education level – B.Med.Tech. (Imaging).
2. Experience level – 1 to 3 years' experience in Medical Equipment Sales.
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.

Hiring organization

Fourteen Star Network Co.,Ltd

Employment Type

Full-time

Date posted

January 30, 2025

Valid through

28.02.2025

9. Good cooperation and communication skills.