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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

9. Good cooperation and communication skills.