



About Company

MediGroup Vietnam Ltd. has since 1995, been working in close partnership with the Vietnamese healthcare sector to support the constant strive for excellent healthcare.

MediGroup has established itself as a leading system solution provider within ultrasound and clinical diagnostic equipment and consumables. We are proud to work in close partnership including GE, Human GmbH, Radiometer ApS, Thermo Fisher Scientific Diagnostica Stago in Ho Chi Minh, Hanoi and Danang, and Phnom penh. Head Office: 10th Floor, E-town Central Building, 11 Doan Van Bo Street, District. 4, HCMC,

We are looking for Sales Representative, IMA BU – HCM & Ha Noi Job Scope

Client relationship, hereunder:

- Understand internal structure of client's organization;
- Establish strong relationship with all relevant people within client organization;
- Continuously maintain and develop client relationship, hereunder entertainment of key clients;
- Understand report and develop client's interest to maximize mutual benefit of company and client.

Sales and promotion, hereunder:

- Implement agreed sales and promotion activities with clients;
- Develop sales as per established sales budgets;
- Report all order immediate and follow up to ensure clients interest are well taken care of;
- Involve and push client in case of outstanding invoices
- Follow up to ensure products are installed and operated as per established procedures;
- Report all activities and issues related to responsibility.

Coordinate tender and legal documents related to client issues, hereunder:

- Arrange quotes;
- Coordinate tender documents;
- All other legal issues related to client.

Stock coordination and delivery, hereunder:

- Analyze, forecast and report special product demand of clients;
- Follow up and check delivery of orders for clients;
- Make arrangement with client in case of delivery problems.

Trouble shooting, hereunder:

- Handle and report all product complains in cooperation with management, operations and services team;
- Follow up and ensure problem solution implemented is functioning according to expectations.
- Product knowledge, hereunder:
 - Receive product training from company;
 - Continuously update product knowledge through self-study.

Market research, hereunder:

- Collect, analyze and report general market information;
- Collect, analyze and report relevant competitor information.





Others:

- Coordinate, support and exchange information with all members in Sales team and other concerned unit;
- Coordinate with support team/unit to provide information to complete quotations, contracts;
- Join and support for workshop, customers conference;
- Other jobs assigned by Line Manager/BUD/Chief Representative;
- Continuously develop product knowledge through self-study and provided training;
- Support and contribute to general business development of the company;
- Other jobs assigned by Line Manager/Business Unit Director.

Job Requirement

- University graduated in Biomedical/ Electronic Dept.;
- At least 01 year of sales experience of medical device;
- Good communication skills and customer service mind;
- Good technical analyse and problem solving skills;
- High responsible, work hard and willing to travel;
- Good in English (reading product knowledge) and PC skills (software, MS office).

Why Should You Apply?

-  Competitive Salary
-  Attractive Company Incentive
-  Healthcare for Employee
-  Domestic and Overseas Training Opportunity

How To Apply?



Send your updated CV to hr-recruitment@medigroupasia.com.
Scan the QR code or visit <http://www.medigroupasia.com/Careers> for more information

