



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

We have three offices: HCM Head Office, Da Nang Rep. Office and Ha Noi Rep. Office.

## We are looking for Sales Rep/Executive, Imaging Business Unit – HCM/HN



### 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:

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

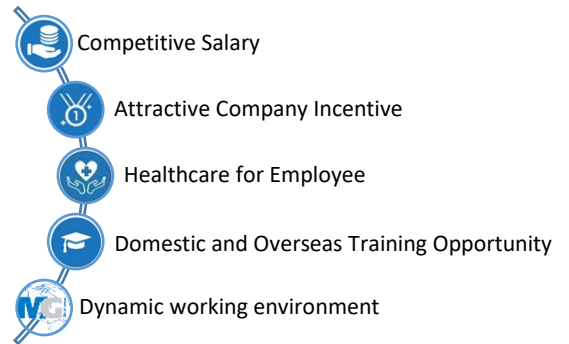
#### Others:

- 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/Economic Dept.;
- At least 01 year of sales experience of medical device; or at least 2 years of sales experience in healthcare environment.
- Good communication skills and customer service mind;
- Good technical analyse and problem solving skills;
- Dynamic, Aggressive & Hard-working;
- High responsible, high – commitment and Team-work spirit;
- Passionate for sales; willing to learn new things;
- Willing to travel;
- PC skills (software, MS office)
- Good in English (reading product knowledge) is plus.

### Why Should You Apply?



### How To Apply?

✉ [hr-recruitment@medigroupasia.com](mailto:hr-recruitment@medigroupasia.com)

🌐 <http://www.medigroupasia.com/Careers>

