



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 and Sebia in Ho Chi Minh, Hanoi and Danang, and Phnom penh.

Head Office: 10th floor, E.town Central building, 11 Doan Van Bo St., Ward 12, Dist.4, HCMC, Vietnam

We are looking for Sales Manager, Imaging BU Hanoi

Job Scope

- Build up sales strategy in line with marketing strategy of the company
- Convert the strategy to short-term and middle-term planning
- Execute the plan and ensure the effectiveness of the planning
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; project expected sales volume and profit for current product lines and new products;
- Do market research, understand market trends, market movement and competitors. Identifies marketing opportunities by identifying customer requirements; forecasting projected business; establishing targeted market share.
- Provide monthly and annual forecast for sales and funnels;
- Manage the operation of the Sales team in appointed areas,
- Visit market and regular meeting with clients, KOLs and do entertainment, take care clients. Work with BUD to build up a suitable customer satisfaction policy and implement it effectively.
- Determines annual sales objective, expenses, profit plans by forecasting and developing annual sales quotas for regions; establishing pricing strategies; recommending selling prices; approving quotation up to the defined level; monitoring costs, competition, supply, and demand
- Forecast requirements, preparing an annual budget for marketing and sales financial objectives; Manage and have got efficiency to control expenses as sales targets and budgets are allocated.
- Provide the performance management of the Sales team, ensure and develop plan, check points to address performance issues in order to manage non performing Sales member
- Continue raising up the performance issue to the Business Unit Director and proactively communicate these issue and suggest the solutions
- Facilitate the cooperation of the Sales team and others functions such as Operation, Product, Marketing, Service and Finance, etc...
- People Management:
- Recruit, oriented, manage, train, coach to develop sales team about quantity and quality to meet sales plan.
- Lead the Sales team, inspire and motivate them to share and understand the company vision;
- Continue the Coach each Sales member to develop their performance and ensure better engagement and reduce turn over and improve job satisfaction
- Develop training programs for Sales staff in cooperation with related departments such as Product and Marketing
- Develop and share critical business thinking to achieve sales objectives, ensure the Sales team understand complex business issue and help the Sales member to view the concept their business strategically

Job Requirement

- Good Sales management and Marketing concepts; Ability to analyze, evaluate market, make decision and controls.
- Good Financial Planning and Strategy
- Good people management and Motivation skills; Good training, coaching to help sales employees overcome weaknesses and shortcomings.
- Excellent interpersonal skills and communication skill. Very good problem solving skills
- Good self-motivated spirit and team leadership skill
- Teamwork and willing to travel
- Fluent in both spoken and written English, good at PC skills (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

