

ASSISTANT MANAGER, SALES & MARKETING

JOB RESPONSIBILITIES

- Support Senior Director, Sales & Marketing to drive business results by providing technical sales capability and service through effective RFQ.
- To consult with Associate Director, Sales & Marketing for revising sales evaluation criteria and processes, including commercial aspects.
- Creating and implementing a comprehensive account plan to drive value and deliver growth.
- Enhance sales effectiveness by sharing personal experience and internal knowledge.
- Strengthen collaboration and supervising local sales team members.
- Establish and develop effective commercial relationships with KOLs and key users.
- Develop independent sales professionals who can act from the bottom up rather than relying solely on top-down approaches.
- Fully accountable for sales and marketing department initiatives and effort to deliver sales targets through conversion of request for quotation into sales.
- Achieves assigned sales target and consistently follows up for purchase order after quotation is submitted to customer.
- Familiar with working with multi-level Bill of Materials and technical drawings.
- Sell complex, advice-intensive medical products across the globe to serve customers' qualified high- end clients.
- Partners with RFQ team to provide pre-sales quotes, workflow mapping and product demonstrations to secure sales in new and existing accounts.
- Be part of the lead technical sales discussion and contribute actively to all team meetings.
- Taking sales and revenue as top priority.
- Lead and participate in weekly/bi-weekly/monthly calls with customers with the aim to ensure the request for quotation and new development project meet/exceed to business needs.
- Strong business acumen with an ability to change status quo and provide supervisory support to peers.
- Selling based on technological and scientifically of Company's core capabilities to convert to product sales.
- Demonstrated ability to lead, inspire and motivate RFQ team to contribute to the quotation process.
- Work with wider organizations to develop and drive a business strategy to enable technical sales effectiveness and create a world-class customer experience.
- Maintain and ensure Sales and Marketing annual operating budget did not exceed per HOD prevailing directive.
- Arrange meetings with customers to align the forecast, sales pipeline and new RFQs.
- Any other ad-hoc duties assigned by the supervisor.

JOB REQUIREMENTS

- Bachelor's Degree required.
- Seeking candidates with 5 years or more of sales experience in medical-surgical equipment, implants, or general consumables (preferably with a preference for medical devices goods for hospitals).
- Enthusiastic about collaborating with Associate Director, Sales & Marketing for organizational reforms and driving change within the overseas headquarters.
- Desire to work autonomously and exercise discretion in tasks.
- Interested in mentoring and have experience boosting morale among subordinates and colleagues.
- Track record of achievement of sales and market growth through leading a team and teamwork with other company functions.
- Strong communication and interpersonal skills, with the ability to build excellent personal relationships at all levels, both internal and external.
- 5 years of relevant sales experience in the medical devices industry.
- At least 1 year of people management experience.
- Proficient in MS office to prepare sales report / documents.
- Strong communication skills to build good relationships with clients / customers.
- Possess Class 3 driving license.
- Sales experience in manufacturing (Medical) industry will be advantageous.
- Experience in project management will be advantageous.

SKILLS

1. Technical and Technological Skills
 - Strong technical understanding and product knowledge of mechanical drawing.
 - Project management skills essential.
 - Excellent oral and written communication skills.
 - Organized and analytical, able to overcome sales obstacles through creative and adaptive approaches.
 - Confidence in presenting and pitching to customers.
 - Incredibly strong interpersonal and communication skills.
2. Personal Qualities (Soft Skills):
 - Strong orientation to the provision of quality and efficient customer support.
 - High degree of creativity, commitment, and flexibility.
 - Excellent time management and demonstrate ability to work under pressure.
 - Result driven and enthusiastic with a hands-on attitude.
 - Self-confident, Self-motivated and strong work ethic.
 - Demonstrate strong networking and communication skills.
 - Identify key target customers to drive performance.

- Demonstrate the ability to manage relationships with customers and internal stakeholders.

If you are looking for challenges and have the qualities and experience to undertake this challenging opportunity, please write to hr@fongspl.com.sg with your detailed resume stating your qualifications, experience, present and expected salary, and notice period.