



**Position title:
Business Executive, Haemodialysis
Location: Penang**

Responsibilities:

- Promotes and sells medical equipment, consumable for Heamodialysis /Peritonealdialysis products to government, private and NGO sectors, able to develop long term business relationship with existing and potential clients. Responsible for establishing and maintaining a good & healthy business relationship with clientele all times and provide a professional & well-mannered service to the Company
- Work closely with other departments eg. Marketing, Clinical etc to achieve set objectives
- Identify customer needs and provide appropriate resources through liaison with clinical, technical and sales teams within Fresenius Medical Care
- Maintaining a healthy relationship with the company's clients
- Always be available to the client and identify new business opportunities, customers, markets and potential products
- Attend conferences and event organized by company
- Have market knowledge and competitors activity
- Participate in offering service contracts to customers
- Responsible for Tenders and ensuring our response is professional and attractive
- Provide a monthly report to the Business Manager on all your sales activities.

Requirements:

- Candidate must possess at least a Bachelor's Degree, Post Graduate Diploma, Professional Degree, Business, Marketing, Medical Science, Nursing and Pharmacy/Pharmacology, Biotechnology or equivalent
- Preferably with 1 to 2 years sales experience in medical equipment or pharmaceutical
- Must be result oriented and able to work under pressure
- Good command of English Language and Bahasa Malaysia, interpersonal and communication skills
- Must be able to work independently with enthusiasm, positive attitude, possess initiative, reliable and responsible

If you are interested in this job position, please email your resume to hr.my@fmc-asia.com