



Position title: Clinical Executive, Haemodialysis & Critical Care Location: Kelantan

Responsibilities:

- To support area Business Executive on territorial business & clinical requirements, to ensure excellence in service in all areas of Haemodialysis & Critical Care accounts encompassing Public, Private and NGO sectors
- Promote and sell medical equipment, consumable products to Public, Private and NGO sectors, able to develop long term business relationship with existing and potential clients
- Attend business reviews on periodical basis to review accounts & territory performance
- Identify new business opportunities, customers, markets, and potential products
- Manage other administrative tasks that will be assigned based on the business and department needs from time to time (inventory, account receivables (DSO), market competitor survey (MCS), competitor analysis among other key tasks)
- Organize/coordinate events/talks/seminars to customers/patients/clients
- To maintain highly respected relationships, within & outside the organization
- To develop and support education programs & provision of clinical and product training to patients/customers in responsible territory or as per Business Department requirement in other location
- To conduct dialysis center visits to ensure adequate follow up of their business needs and therapy application
- To report visits of nephrologist, intensivist, anesthetist, or dialysis nursing team on regular basis to develop business and clinical engagement on time. Please note that this is a description of the key result areas for this role at this moment in time, and as our organisation grows and changes, and as the incumbent develops in the role, the key result areas will also change and develop.
- To ensure effective coordination between account's nursing team, customer services and logistics for timely & reliable service & support
- To provide on-call support during and after office hours (after office-hours support will be based on clinical roaster)
- To support area business heads during high workload period or the absence of the other team members
- Any other tasks, support and territories as deemed required

Requirements:

- Registered Nurse - Current State Registration
- Good command of English Language and Bahasa Malaysia with exceptional interpersonal & communication skills
- Ability to initiate, prepare & conduct Service and team meetings
- Self-driven and self-motivated, confident and possess pleasant personality
- Agility in role, responsibilities & planning
- Willing to travel extensively and provide out-of-hours service, including weekends
- Required to have own car and valid driving license
- Ability to apply administrative IT skills in daily activities, such as Windows applications - Word, Excel and PowerPoint

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