**Job Description for** **Sales Manager, Malaysia**

**Sales Manager, Malaysia**

Reporting to : Country Manager, Malaysia

**Key Responsibilities**

The primary role of the Business Manager is to build, own and implement Account Plans based on country insights, aligned with the marketing strategy and in collaboration with the cross functional team, to exceed customer expectations and achieve outstanding sales results.

Achieve sales targets for all relevant Juniper products through effective selling

Achieve call coverage and frequency targets, conducting pre-call planning to optimize field visits to HCP

Develop and implement sales and marketing projects based on customer insights and marketing strategies in collaboration with the cross functional team

Proactively identify opportunities to maximize growth of our brands and improve patient outcomes

Build strong relationships with key influencers and important KOLs, and continuous engagement with stakeholders such as hospitals, doctors and purchasers

Ensure all expenses remain within the allocated budget

Ensure all activities are compliant with Malaysia’s regulatory guidelines and all other relevant Juniper Biologics policies

**Qualifications/Requirements**

Tertiary qualification in life sciences, medical or pharmacy or other related disciplines

Sales experience and knowledge in the Oncology market is essential

Proven experience with a broad base of external customers, including patients, prescribers, payers, providers, hospital specialists

Strong teamwork and collaboration skills and demonstrated project/team/cross-functional leadership

Excellent oral and written communication, interpersonal skills and self-starting ability

Strong selling skills and experience in discussing scientific content and context to multiple audiences

Proven track record of successfully managing key accounts including tendering experience and sound knowledge of hospital protocol

Good planning and organizational skills, think strategically and entrepreneurially

Passionate, professional and self-motivated with a high degree of personal impact

Willing and able to work in a start-up environment