



K-One Technology Bhd. and its subsidiaries, jointly known as the K-One Group, is a technology solutions provider listed on Bursa Malaysia. It is driven by 3 key businesses; ODM/OEM of healthcare/medical devices, IoT gadgets, consumer electronic products, industrial equipment and automotive aggregates for multinationals worldwide (EMS), provision of cloud computing solutions (Cloud) and distribution of healthcare/hygiene-care products (Healthcare). In view of our expansion, we are seeking a suitably qualified candidate to fill the following position in our Healthcare Business:

BUSINESS DEVELOPMENT MANAGER – Contract 1 year
(Healthcare/Medical Products)
(Location – PJ)

Responsibilities:

- To develop and execute sales strategies and business plans to achieve sales and profit targets set.
- To lead, coach and manage the Healthcare team (setting KPIs, supervising, conducting reviews and training) in achieving sales and profit targets set.
- To identify new business opportunities, including identifying and expanding product portfolio within the healthcare/medical devices sector.
- To build and maintain strong relationship with key customers, including hospitals, clinics and resellers.
- To act as the key escalation point for operational and customer-related issues within the Healthcare Business Unit. (e.g.: order fulfilment, customer complaints, etc.).
- To keep abreast on the latest market trends, competitor activities and regulatory developments affecting the healthcare/medical device industry in Malaysia.
- To represent the company in trade exhibitions, conferences and industry events.

Requirements:

- Degree or Diploma in any Science or Medical related discipline.
- Minimum 8 years in the marketing or selling of medical devices and/or healthcare or hygiene-care products with at least 3 years of experience in a managerial capacity.
- Proven track record of achieving sales targets and managing a team.
- Good exposure in healthcare procurement process (MOH tenders and public or private hospitals procurement).
- Possess excellent presentation, communication and interpersonal skills.
- Able to travel frequently.

Interested candidates are invited to apply online or write-in with your detailed resume stating personal particulars, qualifications, employment history, current and expected salaries, contact no. and passport-sized photo (n.r.) to:

The People & Executive Manager
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For more information, please visit us at: www.k-one.com