

Product Manager (Lifescience / Clinical Research)

Vamos Biotech (Shanghai) CO., LTD

Posted on 22-May-21

Job Description

Responsibilities:

- Prospect, develop and drive sales plans for **lifescience / clinical research market**
- Generate new sales enquires, execute sales strategies, and expand market potential of the given industries and geographical demographics
- Develop and execute sales strategies and plans to improve market share and profitability for the business
- Manage key accounts and identify new customers
- Evaluate customer needs and provide assistance to them in understanding the products
- Working with the regional product team to achieve customer's requirements
- Provide regular reports to the management team on market / customer / sales movements
- Build SPD Scientific company image in the market as a reliable partner for all their needs

Pre-Requisites:

- Bachelor degree in Biomedical, Biotechnology, Medical Technology, Life Sciences, Biology or related field
- 5 years of relevant sales or product management experience
- **Relevant experience in lifescience, clinical or diagnostics products**
- Excellent written and verbal communication and interpersonal skills
- Proven ability to build relationships and influence customers at all levels
- Team player with the ability to work independently
- Professional, self-motivated, focused and creative
- Possess own transport and willing to travel outstation

Additional Information

Career Level

Manager

Qualification

Bachelor's Degree, Post Graduate Diploma, Professional Degree, Master's Degree

Years of Experience

5 years

Job Type

Full-Time

Job Specializations

[Sciences](#), [Biomedical](#), [Biotechnology](#)

Company Overview

Vamos Biotech is a start-up high-technology biotech company located in the Lingang Biotech Part.

The company is engaged in discovery, R&D and commercialization of new generation of medical substances for treatments of solid cancers, viral infections, antibiotic resistant bacterial infections and other incurable diseases.

Excellence through people. Shaping the future together. Join our team today in empowering communities and impacting lives.

<http://www.biomediaholdings.com/>

Additional Company Information**Company Size**

51 - 200 Employees

Industry

BioTechnology /Pharmaceutical/Clinical research

Benefits & Others

Dental, Medical, Regular hours, Mondays - Fridays, Business (e.g. Shirts)

Specific Location

Petaling Jaya