



## Seeking Sales & Marketing Manager

**Transonic Systems** is global medical device company. We design, manufacture and sell innovative blood flow measurement systems and patient monitors for surgeons, nephrologists, interventional radiologists, researchers and manufacturers. Worldwide sales are managed from our corporate office in the USA, our European office in the Netherlands, and our Asia office in Taiwan. Our flow meters set the standard of care in medical centers around the world to give immediate, quantitative flow values during cardiac, transplant, vascular and cerebrovascular surgeries, hemodialysis, and biomedical research.

**Job Title:** Sales & Marketing Manager  
**Division/Department:** Sales & Marketing  
**Reports to:** Presidents, COO

### SUMMARY

This position manages the Asia-Pacific distribution network. The manager must develop and implement sales and marketing strategies, and monitor results. A medical sales background is a prerequisite; extensive experience in the sale of capital items to surgery departments is preferred.

### PRIMARY RESPONSIBILITIES

Grow business relationships with distributors and medical doctors throughout the Asia-Pacific region. This involves regular travel to assist with international congresses, distributor training, and product demonstrations. During travels, the manger must identify new market opportunities and work with thought leaders to develop the standards of care. Office duties include sales forecasting and reporting of results. Additional tasks include directly managing major client accounts, coordinating product booths and displays at professional meetings, and assisting in the production of new marketing campaigns and materials.

### Requirements

Our successful applicant will have a bachelor's degree in marketing or biomedical engineering, and speaks English and Mandarin fluently. Other Asian language capabilities are great. Good communication skills with medical professionals, and ability to manage basic email, document, and spreadsheet applications are a must.



**Interested**

Please apply by email or mail and include your full resume and motivation, to:

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