

Advanced med-tech devices for the global market

Hocoma is the leader in the development, manufacture and marketing of robotic therapy devices for medical rehabilitation. Hocoma has an ever-growing product portfolio thanks to its close collaboration with first-class clinics and research centers worldwide. Our products Lokomat®, Erigo® and Armeo® have already been used with success in numerous hospitals and rehabilitation centers internationally. Hocoma Pte. Ltd. is based in Singapore and is the Asian subsidiary of a young, innovative med-tech company headquartered in Switzerland.

To support our company's dynamic growth, we are looking for a committed

Sales Account Manager (Hocoma Singapore)

Your tasks

You take the sales responsibility for your territory and sell our premium medical devices either directly to customers or through sales partners in the Asia Pacific Region. One of your key tasks is the strategic development of your assigned sales region. You establish new contacts and manage the relationships to existing customers and partners. In addition, you organize promotional events and attend international fairs. All in all, you substantially contribute to the continuing growth of our company! You report directly to the General Manager of Hocoma Singapore.

Medical rehabilitation is a high potential market and we are ready to further conquer it with our existing product portfolio and new devices in the pipeline. To strengthen our sales force, we look for a Sales Account Manager with the above mentioned tasks.



Your profile

- You have successfully completed a degree education in a sales or marketing specialty
- You have gained extensive sales experience selling capital equipment
Working experience in the field of medical technology would be an advantage
- Your communication skills are excellent and you are a good negotiator for successful sales activities
- Your persuasive, winning personality and strong interpersonal skills enable you to establish a sustainable network of customers and partners
- Your open-minded, curious and flexible personality allows you to adapt easily to a fast changing environment
- You are an analytical and conceptual thinker and capable of translating strategies into successful action
- You are highly motivated team player and capable of above average performance
- You are fluent in English. Other language skills are an asset

Our offer

We offer you a challenging position with attractive working conditions, a strong and excellent team and the opportunity to become part of a fast growing company in a dynamic and multinational working environment.

How to contact us

For more information contact Mr. Zen Koh, General Manager Hocoma Singapore, Tel. +65 93382328.

Please send your complete application with certificates and a photo via email to zen.koh@hocoma.com.