

## Commercial Head – Ho Chi Minh City, Vietnam

mClinica is a fast growing impact-driven healthcare technology company, focused on advancing healthcare for hundreds of millions of people across Asia. We deliver Healthcare Market Access and Analytics services to Pharmaceutical Companies, NGOs and Public Sector Institutions across 6 countries in Southeast Asia.

We are seeking a seasoned Business Developer in HCMC to support our growth in Vietnam and across the region. At mClinica, people who take initiative and ownership are rewarded with significant responsibility and opportunity to directly impact the business.

### Your tasks and responsibilities:

- Full ownership and daily end-to-end responsibility for growing our revenue in Vietnam.
- Nurture relationships with existing clients and find innovative ways to help mClinica grow our services.
- Reach out to new clients and educate them about our services and platforms.
- Launch new products and help top management with developing a clear country and channel strategy.
- Forge strategic partnerships with NGOs, government agencies, healthcare providers, insurers, and other industry stakeholders.

### Your Profile

- 3+ years of senior business development experience in healthcare (Pharmaceutical industry and/or consulting experience strongly preferred).
- You are decisive and possess methodical way of thinking, with a strong focus on ROI.
- Excellent communication skills (ability to clearly communicate to C-level managers).
- Demonstrable interest in technology and product development.
- Overseas education or multinational employment experience is a plus.
- Proficient in English and Vietnamese.

### What You Can Expect from Us

- **Significant career growth opportunities** in a fast-growing business in Vietnam
- **Competitive compensation with performance bonus.**
- **Opportunities for international travel.**
- **Challenging and diverse assignments** along with **direct responsibilities.**
- **Fun & casual working environment** in an international team.
- **Flat hierarchies** within a fresh, dynamic and highly motivated team.
- **Starting date:** as soon as possible.

### Apply

If you are interested in this position and would like to become part of the mClinica team, please send your resume to [careers@mclinica.com](mailto:careers@mclinica.com) (Subject: Commercial Head).