

Regional Sales Manager – Jakarta, Indonesia

mClinica is a fast growing impact-driven healthcare technology company, focused on advancing healthcare for hundreds of millions of people across Asia. We help the biggest Pharmaceutical Companies in the World, Governments and NGOs navigate in SEA's emerging markets.

Our platform SwipeRx is the largest community of pharmacy professionals, where we help more than 25% of all Pharmacists in Southeast Asia access education, information and value-added services. As Indonesia is our biggest market, we are now looking for a Regional Sales Manager to help us grow our sales operations in Indonesia.

Your tasks and responsibilities:

- Full ownership and daily end-to-end responsibility for our Field Sales team and operations in Indonesia, with a clear focus on growth.
- Manage, coach and expand an already existing and rapidly growing Sales team.
- Implement Sales Management best practices, develop SOPs and continuously improve processes.
- Work closely with the senior management in developing and implementing strategies to grow our business and market share based on customer feedback and insights.
- Coach the sales team through regular one-on-one meetings, structured feedback and training to implement processes and achieve our vision.
- Track sales team metrics and report data to leadership on a regular basis.
- Lead weekly and monthly meetings with sales team and leadership.
- Accurately forecast metrics, set ambitious goals, smash them and exceed quotas.
- Develop sales contests and incentives to drive performance.
- Manage sales territories and national team growth.

Your Profile

- Desire to learn in a fast-paced startup – attitude is by far the most important.
- Pharma distribution background and/or FMCG industry background is a big advantage.
- 2+ years of management experience.
- 3+ years of direct sales experience.
- Experience with using a CRM or ERP software is a must.
- Excellent coaching skills; ability to observe, evaluate, and give meaningful feedback.
- Strong analytical skills to identify sales problems and opportunities.
- Proven track record of taking ownership and leading projects.
- Proficiency in English and Bahasa.

What You Can Expect from Us

- Opportunity to **build, lead and grow a large sales team** in a multinational organization.
- **Significant career growth opportunities** in a fast-growing international business.
- **Opportunity to learn directly from senior management.**
- **Competitive compensation.**
- **Challenging and diverse assignments** along with direct responsibilities.
- **Fun & casual working environment.**
- **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 oscar@mclinica.com (Subject: Regional Sales Manager).