



**KOTRA
PHARMA**

At Kotra Pharma, we believe that everyone deserves a healthier tomorrow. It's every individual's right to live a healthy life to the fullest, and thus, we are committed to bring top-notch health products to the world. By humanising healthcare, we see beyond instruments and medicines for the general well-being of everyone. If you want to make a difference in this industry, begin with us



**International
Business
Development
Manager**

Key Responsibilities:

- * Responsible for business development of assigned countries.
- * Develop and execute marketing strategies and plans to achieve the Annual Sales target and Profit deliverables.
- * Distributor Management for a professional and synergistic partnership.
- * Analyze sales performance, track programs and establish processes/tools to improve sales effectiveness and efficiency.
- * Provide monthly performance reports plus critical information to Management in a timely manner.
- * Be able to conduct basic product training.

Job Specifications:

- * Diploma or Degree in International Business/Marketing, Business Management or related disciplines.
- * Science or Nutrition background will be an added advantage.
- * Minimum 3 years of working experience in local market in FMCG, OTC or Pharmaceutical industry. Preferable in the Sales, Marketing, Distributor Management or Business Development. Having experience in handling exports will be an advantage.
- * Fresh graduates are encouraged to apply for the Executive position.
- * Result-oriented with a sense of urgency and positive working attitude.
- * Good communication skill and command of the English language.
- * Computer skills (Excel, PowerPoint and Word).
- * Willing to spend 30% of time in overseas travelling.

Interested candidates are encouraged to apply. Kindly send your resume to:

Recruitment, Human Resource Department

Kotra Pharma (M) Sdn Bhd (90082-v)

Vertical Business Suite, Unit 35-01, Level 35, Tower A, Avenue 3, Bangsar South

No: 8, Jalan Kerinchi, 59200 Kuala Lumpur

Or

email to: smohr@kotrapharma.com



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