

Recruitment Information

1. International Sales Representative

The ideal candidate is a motivated, well-organized individual who has a deep understanding of prospecting and developing strong relationships with customers.

Responsibilities

- Develop and execute strategies to drive business in new and existing market;
- Prospect, qualify and acquire new partners/ distributors/consultants as well as managing relationship with existing partners/distributors/consultants in territory market in the field of human vaccine;
- Receive the orders from territory market and work closely with marketing team to satisfy the customers need;
- Liaise with headquarter for technical related activities, including but not limited to epidemiology study, local clinical studies and co-development opportunities to facilitate the need of the local market;
- Estimate end users' needs and goals;
- Provide corporate presentation to health organizations in targeted countries to enhance company's reputation, and maintain personal networks;
- Schedule outreach meetings with governmental departments (such as MOH or CDC) and other partners to discover their questions and concerns;
- Prepare tender dossiers to participate in biddings from target country;
- Gather information of tender opportunities, competition landscape, market dynamic, identification of KOL and regulatory requirements in target country;
- Propose market entrance strategy for target country and work with marketing team to implement the strategy;
- Provide regular updates and well-structured written analysis on the changes, strategies and policies of target market.

Qualifications

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- Master or bachelor's degree in Business Management, Marketing, International Business;
- Master or bachelor's degree in Biological Sciences, Public Health, Pharmacy or a related area is preferred;
- International mindset for a multi-cultural environment;
- Willingness to accommodate to national and international travel;
- Socially active with stakeholders of the business;
- Excellent communication skills to ensure smooth team operations and effective collaboration;
- Strong written and spoken skills in both English and target country language.

2. Facility Manager / District Office Manager

Key responsibilities:

- Prepare for or support local facility / district office set-up and be responsible for the future daily operations.
- Manage the government relations and bidding work.
- Support the expansion of overseas business.

Responsibilities:

- Prepare for the set-up of factory or office.
- Be the key contact person of local government affairs and research institutions, responsible for coordinating government relations and local bidding work.
- Be responsible for the establishment of the local team.
- Daily operations management of factory or district office.
- Support the work or the projects of the International Business Department, International Regulatory Department, and Clinical Department.

Requirements:

- More than 5 years of management experience in pharmaceutical companies or pharmaceutical factories, with government relations, and be familiar with pharmaceutical project resources.
- Major in Medicine, Medical or Biology, with experience in the human vaccine field and working experience in a multinational pharmaceutical company is preferred.

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- Team management experience and excellent communication and coordination skills.
- Excellent English skills.
- Ability to accommodate to short-term domestic or international business trips.
- Ability to manage pressure and deal with uncertainty.