



Medikonia is a leading life science distribution company based in Hong Kong. We are committed to making research and diagnostic easier and simpler by offering reliable, innovative and cost-effective solutions to research labs of universities and clinical labs of hospitals in Hong Kong.

Providing timely service and distributing the highest quality products are in our company DNA. Medikonia is led, guided and operated by a group of young PROFESSIONALS with strong research backgrounds and our global suppliers are all expertise in life science, cell biology, and biotechnology.

Our broad product range covers antibodies, consumables, equipment, molecular reagents and Next Generation Sequencing (NGS) service.

What You'll Do

We are looking for enthusiastic people to join our Sales Team. We are passionate about bringing cutting-edge and affordable solutions to the scientists, helping Hong Kong move forward in the life sciences sectors.

Besides the Sales Team, you will also be working closely with other highly qualified professionals from our Technical Support Team, who are here to provide scientific resources and knowledge to our customers.

Your day-to-day life will be focusing on building mutually beneficial relationships with customers by expanding the customer base, driving sales through frequent visits, setting up techtalks and seminars.

More specifically, you will:

- Proactively identify and develop new accounts with local clients from universities
- Organize sales visits, demonstrating and presenting the benefits of our products
- Formulate and execute marketing plans and product launches to achieve business objectives
- Participate in planning and organizing product seminars & workshops
- Maintain business relationships with clients and expand client base

Requirements

- BSc in Business / Science or professional qualification in Health Care or related subjects. Other disciplines also would be considered
- Willing to learn, hard-working, aggressive, proactive, self-motivated and result oriented
- Excellent team player with good interpersonal and communication skills
- Good command of English, Cantonese & Mandarin
- Proficient in MS Office with expertise in Microsoft Word, Excel and PowerPoint

At Medikonia, we empower our employees to expand their potentials.

Have you ever felt like a small cog in a large machine, working in a monotonous job and not achieving anything significant? We are the opposite, we are a small humble team. We adopt a flat structure where everyone is considered equal regardless of your position.

Ideas are always welcomed and appreciated. You will have ample opportunities to grow, be involved in important conversations and be able to influence major business and administration decisions. Reach out now if you are ready to make a real impact in a business.

Interested parties, please send your full resume to hr@medikonia.com