Role: Professional Sales Representative

Location: Seoul, Korea

At ASP, we believe in you. We believe in your potential — your ability to learn, grow, and contribute in meaningful ways. We believe in the power of great people working together to innovate and solve problems no one could solve alone. We build enduring partnerships with our customers and take on their challenges and opportunities as our own.

With professional product knowledge, through carrying out various academic activities and promotion activities in compliance, the key information of ASP products can be accurately and timely conveyed to

customers to achieve the promotion goal. Keep good inter departmental communication with marketing department, professional education department and other departments, cooperate closely to promote products and improve the brand of the company and its products.

**Your Impact**

*Here’s where you’ll demonstrate your competencies:*

* Plan management and execution: Developed the promotion plan for the responsible region, negotiated with the line manager and marketing colleagues to reach the final promotion plan, and implemented it.
* Ensure the implementation of business activities in accordance with the company's policies and procedures, compliance standards.
* Customer management and brand management: through academic visits to customers and experts, the key information of ASP products is continuously passed on, so that customers and experts know and understand the product knowledge of the company. Through academic visits to nurses, understand the use of products and relevant market information.
* Performance management: Reach consensus with line managers on work objectives and ensure that they are achieved. Timely collect and analyze the relevant data of the company to ensure the accuracy of the data and meet the management requirements of the company.
* Financial management: Make a reasonable budget according to the company's regulations, implement and complete the budget according to the plan, and ensure the rational and effective use of resources.
* Teamwork: Actively cooperate and share with team members and departments to integrate resources for win-win results.
* Self-management: Become an expert in product and sales. Provide coaching and support to new team members.
* Responsible for communicating business related issues or opportunities to next management level.
* Performs other duties assigned as needed.

**Our Needs**

*Here’s what we’ll need from you:*

* Bachelor’s degree or above, major in medicine or clinical medicine is preferred
* At least 2 years sales experience in pharmaceutical/equipment related industry.
* The ability to conduct business independently and the ability to learn.
* High ethical standards and professional conduct.
* Positive team spirit, diligent, tough, and positive.
* A sense of continuous striving for excellence.

**About Us**
[ASP](http://www.asp.com/) is a leading global provider of innovative sterilization and disinfection solutions, and a pioneer of low-temperature hydrogen peroxide sterilization technology.

ASP’s mission is to protect patients during their most critical moments. We support healthcare facilities in the fight to protect patients against hospital acquired infections, which are a leading cause of morbidity and mortality. ASP’s products, which are sold globally, include the STERRAD system for sterilizing instruments and the EVOTECH and ENDOCLENS systems for endoscope reprocessing and cleaning.

[Fortive](http://www.fortive.com/)’s essential technology makes the world stronger, safer, and smarter. We accelerate transformation across a broad range of applications including environmental, health and safety compliance, industrial condition monitoring, next-generation product design, and healthcare safety solutions.

We are a global industrial technology innovator with a startup spirit. Our forward-looking companies lead the way in software-powered workflow solutions, data-driven intelligence, AI-powered automation, and other disruptive technologies. We’re a force for progress, working alongside our customers and partners to solve challenges on a global scale, from workplace safety in the most demanding conditions to groundbreaking sustainability solutions.

We are a diverse team 18,000 strong, united by a dynamic, inclusive culture and energized by limitless learning and growth. We use the proven Fortive Business System (FBS) to accelerate our positive impact.

The company in which you have expressed employment interest is a subsidiary or affiliate of Fortive Corporation. The subsidiary or affiliate is referred to as a Fortive Company. Fortive Corporation and all Fortive Companies are equal opportunity employers that evaluate qualified applicants without regard to race, color, national origin, religion, ancestry, sex (including pregnancy, childbirth and related medical conditions), age, marital status, disability, veteran status, citizenship status, sexual orientation, gender identity or expression, and other characteristics protected by law.

At Fortive, we believe in you. We believe in your potential—your ability to learn, grow, and make a difference.

At Fortive, we believe in us. We believe in the power of people working together to solve problems no one could solve alone.

At Fortive, we believe in growth. We’re honest about what’s working and what isn’t, and we never stop improving and innovating.

Fortive: For you, for us, for growth.

Ready to move your career forward? Find out more at [careers.fortive.com](https://careers.fortive.com/).