



Fleming Medical



#JOB-2457030

FLEMING MEDICAL, UNIT A5, Corcanree Bus



Pk, Dock Road, Limerick, Co. Limerick, V94

K6W4



No of positions : 1



Paid Position



39.5 hours per week



To be Confirmed



07/07/2026



04/08/2026

How to apply

Application Method :

Not available



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Medical Device Technical Sales Specialist

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

Job Description:

Provide technical product support and specialist guidance to pharmacy, healthcare, and B2B customers on the company's medical device portfolio.

Deliver product demonstrations and training on the safe and effective use of medical devices, including AEDs, ECG machines, respiratory and diagnostic equipment.

Advise customers on product selection, technical specifications, clinical applications, compatibility, and maintenance requirements.

Develop and manage healthcare customer relationships across Ireland and international markets through technical consultation and commercial support.

Analyse customer demand, purchasing trends, inventory, and product availability using SAP/ERP systems to support forecasting and account management.

Prepare reports to support demand planning, customer service improvements, and commercial decision-making.

Coordinate order fulfilment and work with Supply Chain, Logistics, Quality Assurance, and distribution partners to resolve delivery, stock, and product-related issues while ensuring traceability and regulatory compliance.

Act as the key liaison between customers and internal teams to support service delivery, regulatory compliance, and commercial objectives.

Identify opportunities to grow the medical device portfolio through technical advice, customer education, and account development.

Maintain accurate customer, product, and activity records to support compliance, forecasting, sales reporting, and customer relationship management.

Qualifications, Skills, Knowledge and Experience Required:

Relevant third-level qualification in life sciences, healthcare, biomedical science, pharmaceuticals,

engineering, business, or a related discipline, or equivalent relevant professional experience.

Experience in the healthcare, pharmaceutical, or medical device sector, including technical product support, customer engagement, product demonstrations, training, and B2B account management.

Knowledge of medical device distribution, Good Distribution Practice (GDP), product traceability, quality systems, and applicable regulatory requirements.

Experience using SAP/ERP systems for demand analysis, inventory management, forecasting, and operational reporting.

Ability to collaborate effectively with Quality, Supply Chain, Logistics, and Commercial teams to support customer requirements and product availability.

Strong communication, analytical, and problem-solving skills with the ability to support healthcare customers across domestic and international markets.

- **Sector:** human health and social work activities

Career Level

- Experienced [Non-Managerial]