



FLEMING MEDICAL LIMITED



#JOB-2472386

FLEMING MEDICAL, UNIT A5, Corcanree Bus



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

K6W4



No of positions : 1



Paid Position



39 hours per week



36700.00 Euro Annually



29/09/2026



27/10/2026

How to apply

Application Method :

Not available



Open your camera
app & point here
to view this ad
online



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

Develop and execute international sales strategies for medical-device products across targeted overseas healthcare markets, identifying commercially viable territories, customer segments and distribution channels.

Identify, qualify and develop relationships with international distributors, medical-device importers, healthcare procurement organisations, hospital groups and specialist healthcare suppliers.

Analyse international market requirements, customer purchasing behaviour, competitive positioning and healthcare-sector developments to identify opportunities for sustainable revenue growth.

Lead technical and commercial presentations of medical devices to international distributors, hospital procurement teams, clinicians, biomedical specialists and healthcare-sector decision-makers.

Evaluate customer clinical and operational requirements and recommend appropriate medical-device solutions based on product specifications, intended applications and healthcare delivery environments.

Develop and negotiate international commercial proposals, pricing structures, distribution agreements, supply arrangements and strategic account opportunities within approved commercial parameters.

Manage the complete international sales cycle, from market identification and lead qualification through technical evaluation, product demonstration, quotation, negotiation, order conversion and post-sale relationship management.

Establish and manage international distributor networks, including partner assessment, territory development, sales performance monitoring, product training and commercial growth planning.

Full-time position 39 hours per week.

- **Sector:** professional, scientific and technical activities

Career Level

- Experienced [Non-Managerial]