

Assistant Sales & Technical Service Manager

Delmege Forsyth & Co. Ltd proudly serves as the General Sales Agent in Sri Lanka for Alcon Surgical, representing the world's leading name in eye care. At Alcon, we are dedicated to helping people see brilliantly, with over 75 years of innovation and excellence in eye care devices. We are seeking a dynamic and passionate individual to join our Alcon team as Assistant Sales & Technical Service Manager and help us continue our mission of transforming lives through exceptional eye care.

Key Responsibilities:

- Lead and guide Engineering Assistants in technical and service-related tasks.
- Consult with Healthcare Professionals on equipment use and troubleshooting.
- Install, repair, and maintain Alcon surgical instruments and accessories.
- Promote and manage Alcon's Service Agreement Program.
- Train hospital staff on ophthalmic equipment usage.
- Investigate and resolve technical issues while maintaining service records.
- Handle Government procurement, including tender pricing and supply management.
- Attend sales calls and explore business opportunities.
- Ensure compliance with regulatory vigilance responsibilities.
- Support marketing efforts with technical expertise.

Ideal Candidate Should Possess:

- A Bachelor's degree in Biomedical Engineering, Electronic Engineering, or a related field.
- Prior experience in similar capacity as technical sales or service role, preferably in the ophthalmic or surgical industry.
- Strong technical knowledge of ophthalmic instruments and surgical devices.
- Excellent communication and interpersonal skills to engage with healthcare professionals.
- Strong leadership skills and ability to manage and train a technical team.

An attractive remuneration package with perquisites awaits the right candidate.

Please send your CV with the names and addresses of two non-related referees to careers@delmege.com with the post applied marked clearly in the subject line to reach us within 10 days of this advertisement.

DELMEGE FORSYTH & COMPANY LIMITED,
No. 101, Vinayalankara Mawatha, Colombo 10.