



## 公司簡介

我們是一間年輕有活力的台灣醫療器材公司，擁有優良器材製造廠(GMP)、ISO13485與ISO9001品質認證，產品以自有品牌行銷至全球超過35個國家，包含泰國、越南、阿富汗、巴基斯坦、阿聯酋、卡達、阿爾及利亞、伊朗、埃及、巴西、墨西哥等；在全世界，每天約有超過200間醫院的急診室、加護病房、呼吸照護室與手術房正在使用我們的產品。

” DEVOTED TO SAVING LIVES ” 是我們的使命。

” DEVOTION TO PURSUE EXCELLENCE” 是我們永不妥協的堅持。

NC is a leading medical company of emergency rescue, airway management, respiratory and anesthesia medical disposables. We have been supplying medical devices to more than 36 countries, including Vietnam, Thailand, Afghanistan, Pakistan, The United Arab Emirates, Qatar, Algeria, Iran, Egypt, Brazil, Mexico, etc.. Worldwide everyday more than 200 emergency rooms, ICU(Intensive Care Unit), respiratory care wards and operating rooms are using NC's products, assisting doctors and paramedics to increase patients' survival rates. "DEVOTED TO SAVING LIVES" is our mission, and the "DEVOTION TO PURSUE EXCELLENCE" is our never-changed goal.

Official website: <http://www.non-change.com>

## 主要商品／服務項目

專業研發、製造及行銷：呼吸治療系列產品、急救用產品、麻醉面罩、麻醉管路等產品。

與國內外醫學專家合作開發新醫療器材。

We R&D, manufacture and market products of Respiratory Care, Emergency Care, Anesthesia and Health Care.

(Please refer to official website for details: <http://www.non-change.com>)

## 福利制度

- ◆ 年終獎金
- ◆ 績效獎金(視公司營運、個人績效調整)
- ◆ 勞保、健保
- ◆ 週休二日、特休/年假
- ◆ 採彈性上下班制度
- ◆ 無限供應飲料、咖啡、零食，滑板自由取用
- ◆ 完善的教育訓練制度
- ◆ 年輕、熱情、活力、充分責任制、開明的公司文化

*We provide the open and no-boundaries platform for you to step onto the world stage.  
Welcome to join us!*



# 國外業務專員 International Sales Representative

## 職務說明

第一年您會接受國際貿易相關訓練，並協助資深同仁拓展海外市場，第二年開始有出差機會。

You will be responsible for supporting senior sales manager to grow the business of assigned region and build the brand by expanding current customer base and developing new accounts.

You will:

1. Communicate with customers, offer product proposal and quotation, follow up hospital tenders, negotiate and close deals.
2. Support distributors on product training and marketing material preparation.
3. Responsible for business development and explore more business opportunities within assigned area.
4. Collect business information and conduct market analysis.
5. Design marketing campaign and promotion plan.
6. Track weekly/ monthly sales data and reports.
7. After one-year training, you will attend international trade fairs, support foreign distributors on product training and conduct market research through co-visiting hospitals with distributors and surveying medical shops.

## 須具備條件

1. 具備邏輯思考與市場策略規劃能力
2. 英語聽說讀寫流利
3. 積極、細心、負責
4. 善協調溝通
5. 喜歡冒險，工作一年後可獨自出差
6. 1年以上業務或國貿相關經驗，或商學/國貿相關科系畢業

The candidate should be someone who:

- is a conceptual thinker with strong analytical skills.
- is a creative and pragmatic problem solver.

- has a broad understanding of marketing & sales skills, their impact on business strategies, and their implications in creating and sustaining competitive advantage.
- has the ability to motivate others, to communicate complex ideas clearly, to gain the respect of clients and colleagues, and to work collaboratively in a team setting and motivate others.
- has a strong personal drive and motivation.
- has high-value personal qualities: resourceful, responsible, tenacious, independent, self-confident, high-energy, etc.
- has excellent oral and written communication skills.
- has bachelor degree or above.
- 2+ year of Sales or Marketing related experience

## 上班地點

新北市三重區重新路 5 段 609 巷 12 號 6 樓之 11 (捷運先嗇宮站，步行 5 分鐘)

## 出差外派

需出差，一年累積時間約 1 個月以下

## 工作待遇

獎金制度，面議

歡迎對台灣品牌懷有使命感、具備國際視野並希望踏上國際舞台發展的有志之士加入 NC !

意者請洽：Sannie Lee, [sannie-lee@non-change.com](mailto:sannie-lee@non-change.com)

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