INDEPENDENT X-RAY
QUALITY ASSURANCE

Area Sales Manager, APAC

Remote position, home-based in Malaysia

What we do matters. To patients. To professionals. To us. At RTI, our X-ray quality assurance solutions help hospitals and imaging teams worldwide deliver safe and accurate diagnostic imaging.

Now we're looking for an Area Sales Manager to lead our growing business across selected APAC markets. You won't be selling alone: we're hiring an Application Support Specialist for APAC in parallel, who will report to you and work alongside you.

A. About the Role

1. Own revenue, pipeline and customer relationships across selected APAC markets.
2. Sell through our network of appointed distributors and directly to selected key accounts.
3. Build long-term partnerships that grow RTI's reputation and market share in the region.
4. Partner with your new Application Support Specialist from the start as you build the APAC team together.
5. Collaborate closely with colleagues at our headquarters in Mölndal, Sweden.

B. Location & Travel

1. Work from home in Malaysia, reporting to our VP Sales & Business Development in Sweden.
2. Regular travel across Southeast Asia, Australia and New Zealand, Taiwan, Hong Kong and Korea to meet distributors and customers, support tenders and attend trade shows.
3. Occasional trips to Sweden to visit HQ and join global sales meetings.
4. Flexible hours: plan your schedule while making time to connect with colleagues in Sweden.
5. You must have the right to work in Malaysia and a valid passport.

C. What You'll Be Doing

1. Own the annual sales targets for your territory, reviewed every six months with monthly reporting.
2. Develop our distributor network: agree joint business plans and targets with each partner, run monthly forecast reviews, manage performance and appoint new partners where needed.
3. Sell alongside your partners, join customer visits, and coach their sales teams.
4. Manage selected key accounts yourself.
5. Plan and run regional activities and trade shows.
6. Bring in your Application Support Specialist at the right moment once an opportunity is qualified.
7. Work with local partners on tenders for public and private hospitals and regulatory bodies.
8. Keep a close eye on the market and share what you learn with HQ to help shape our pricing, products and marketing.
9. Keep CRM and ERP records, quotations and forecasts up to date.

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D. **What We're Looking For**

1. At least 5 years of selling capital equipment or medical devices in APAC, with your own revenue target.
2. A proven ability to get the best out of distributors, and confidence managing key accounts directly.
3. Good knowledge of at least 4 markets in the territory, including at least two of Australia, Indonesia, Thailand, Korea, Taiwan, Hong Kong or the Philippines.
4. Experience selling to technical and clinical customers in hospitals.
5. Experience running regional trade shows and handling public and private hospital tenders.
6. Confidence with CRM and ERP systems, forecasting and written reporting.
7. Business-fluent English and business Mandarin for the Taiwan and Hong Kong markets.

E. It's a Real Advantage If You Have

1. Knowledge of the Australian market.
2. A background in medical imaging, medical physics or biomedical engineering.
3. Experience selling and demonstrating technical medical instruments or test-and-measurement equipment.
4. Existing relationships with APAC distributors in diagnostic imaging or radiation measurement.
5. Familiarity with regulatory registration.
6. Experience opening a market with little or no installed base, or as a company's first employee in a country.
7. Experience representing a European (ideally Nordic) manufacturer in APAC.
8. Experience coaching a technical colleague.

F. About You

1. A self-starter, comfortable working from home with a distant head office and no local peers.
2. Able to manage priorities across a large territory and make sound, data-driven decisions on your own.
3. A clear communicator, in writing and in person.
4. Constructive in tough negotiations and act with integrity.
5. Genuinely interested in the clinical purpose of what we sell.

G. Why Join Us?

1. Play a key role in building on RTI's strong presence in APAC.
2. Real ownership of your territory in a small, specialist company, with a direct line to decision-makers: head office hears your input on pricing, products and marketing firsthand.
3. Room to grow your territory as you deliver results.
4. Structured product training, a handover from an experienced predecessor and largely online onboarding at the start.
5. Laptop, phone, demo kit and CRM/ERP access.
6. Competitive base salary plus variable pay, health insurance, travel insurance and business travel expenses, with the full package confirmed at offer.

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H. About RTI

RTI is a world leader in X-ray quality assurance, trusted by hospitals, X-ray equipment manufacturers, service providers and authorities worldwide. We introduced the first X-ray QA system in 1982 and have led innovation in testing across all X-ray imaging modalities ever since. Today our product line is led by RTI Mako and Ocean Next, developed and manufactured in Mölndal, Sweden, and sold through nearly 100 distributors worldwide. RTI Mako, our latest X-ray multimeter, has received PTB approval, one of the highest certifications for an X-ray dosimeter.

If you're an experienced APAC sales professional who loves building distributor partnerships and wants to sell technology that genuinely matters to patients and medical radiation professionals, we'd love to hear from you, even if you don't tick every box. We're aiming for a start date no later than Q1 2027, so please include your earliest available start date in your application.

RTI Group AB is an Equal Opportunity Employer. Employment decisions are made without regard to race, colour, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability or other characteristics protected by law.

Employment is through RTI's Employer of Record in Malaysia.

You can forward your letter of interest, along with your CV to kristina.maano@rtigroup.com