



**KOJI HEALTHCARE SOLUTIONS PLC**

Tel: +251916909605

Website: [www.kojihealthcare.com/](http://www.kojihealthcare.com/)

Email: [Kojihealthcaresolutions@gmail.com](mailto:Kojihealthcaresolutions@gmail.com)

Address: Gerji, Alfoz Plaza, 5th Floor

**Job Title:** Sales

**Location:** Addis Ababa, Ethiopia

**Company:** Koji Healthcare Solutions Plc

**Employment Type:** Full-Time

### **About Koji Healthcare Solutions**

**Koji Healthcare Solutions Pvt. Ltd.** is dedicated to transforming healthcare in Ethiopia by delivering world-class medical devices and services of unmatched quality. Guided by innovation, precision, and a relentless commitment to excellence, we empower both public and private healthcare providers to enhance patient care. Our mission is to foster healthier communities, instill hope, and build a stronger future for every life we touch.

### **Positions Descriptions**

Koji Healthcare Solutions Pvt. Ltd. is seeking a highly motivated and results-driven **Sales Representative** to join our growing team. The ideal candidate will be responsible for promoting and selling our range of medical devices and healthcare solutions to hospitals, clinics, and other healthcare providers. This role requires strong communication skills, a deep understanding of customer needs, and the ability to build and maintain long-term client relationships. The Sales Representative will play a key role in driving revenue growth and supporting our mission to transform healthcare in Ethiopia.

### **Key Responsibilities**

- Promote and sell medical devices and healthcare solutions to hospitals, clinics, and other healthcare providers.
- Identify new business opportunities and develop strong customer relationships.
- Conduct product demonstrations and presentations to healthcare professionals.
- Achieve and exceed sales targets while maintaining high customer satisfaction.
- Prepare and submit sales reports, forecasts, and market feedback to management.



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- Stay updated with market trends, competitor activities, and new product developments.

### **Qualifications & Skills**

- Bachelor's degree in **business, Marketing, Healthcare Management, Biomedical Engineering, or a related field.**
- Minimum of 2+ years proven experience in sales (preferably in medical devices or the healthcare sector).
- Strong communication, negotiation, and presentation skills.
- Ability to build and maintain strong client relationships.
- Goal-oriented, self-motivated, and able to work independently.
- Knowledge of medical devices and healthcare market in Ethiopia is a strong advantage.
- Proficiency in Microsoft Office (Word, Excel, PowerPoint) and CRM tools.
- Willingness to travel frequently for client meetings and market development.

### **How To Apply:**

Qualified Candidates are invited to submit their Resume and a brief cover letter **[Kojihealthcaresolutions@gmail.com](mailto:Kojihealthcaresolutions@gmail.com)** with subject line “**Applications for Sales Specialist**” before Sept 5, 2025