

Sales Executive – Medical Equipment Manufacturers & Professional Training Institutes

Position: Sales Executive

Department: Enterprise Partnerships

Location: Pan-India (Remote/On-site depending on region)

Role Overview

MadVR Solutions is looking for a driven and strategic **Sales Executive** to lead sales efforts with **medical device companies, and professional training institutes**. You will be responsible for **B2B sales of our surgical simulation products**, building partnerships, driving deals, and supporting institutional adoption across India.

Key Responsibilities

- Identify and approach **medical equipment companies, and surgical training institutes**.
- Pitch MadVR's **Haptic Surgical Simulators, Collaborative VR Suite, and Surgical Skill Labs**.
- Own the **B2B sales cycle** from lead generation to closing, including proposals and contract negotiation.
- Build strong, long-term relationships with institutional stakeholders (trainers, procurement heads, etc.).
- Conduct live or virtual demos for stakeholders; coordinate with the product team for pilot implementations.
- Work closely with leadership to define partnership structures and scale engagement.
- Stay up-to-date with industry trends in medical training and surgical education.

Ideal Candidate Profile

- 3–6 years of experience in **B2B medical device sales, healthcare tech, or edtech enterprise sales**.
- Strong understanding of medical education systems, procurement workflows, or hospital supply chains.
- Excellent presentation, demo, and negotiation skills.
- Passionate about surgical innovation and emerging technologies (VR, haptics, simulation).
- Willingness to travel frequently to meet institutional clients.

Preferred Background

- Experience selling simulation-based solutions, medical technology, edtech, or SaaS to training institutions.
- Prior network in medical universities or medical device distribution channels is highly preferred.

Education

- Bachelor's in Business, Biomedical Engineering, Life Sciences, or related field.
- MBA is a plus.

Please send your resume to hr@madvr.in