

**Job Title: Country Sales Representative – Nepal**

**Location: Kathmandu, Nepal**

**Territory Coverage: Nationwide (Nepal)**

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### **About Advanced Sterilization Products (ASP)**

Advanced Sterilization Products is a global leader in infection prevention solutions. Headquartered in Irvine, California, and founded in 1987, ASP develops innovative sterilization and disinfection technologies that help protect patients and healthcare professionals during critical moments of care. Our mission is to elevate global standards of infection prevention and contribute to safer, more effective healthcare practices.

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### **Position Summary**

We are looking for a dynamic and self-driven Country Sales Representative to join our growing team in Nepal. This individual contributor role is responsible for driving sales of ASP's Washer Disinfection (WD) and Terminal Sterilization (TS) product lines—including capital equipment and consumables—across both private and government hospitals in Nepal. The successful candidate will build long-term customer relationships, ensure market penetration, and contribute to ASP's continued leadership in infection prevention.

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### **Key Responsibilities**

#### **Sales Performance**

- Achieve and exceed assigned sales targets within the territory.
- Promote and sell the full ASP WD and TS product portfolio.
- Prepare and implement weekly/monthly sales action plans.
- Negotiate and close deals, with support for complex transactions.
- Represent ASP at trade shows, exhibitions, and conferences.

#### **Territory & Account Management**

- Develop an in-depth understanding of customer needs to uncover new opportunities.
- Identify and respond to tender/contract opportunities.
- Create and execute effective territory management plans.
- Engage and educate key healthcare professionals (e.g., surgeons, infection control personnel) on ASP solutions and best practices.
- Build and maintain strong relationships with key stakeholders in hospitals.

#### **Customer Education & Support**

- Coordinate and deliver product training and in-service education sessions.
- Support customers in optimizing use of ASP products in their clinical workflows.
- Collaborate with marketing to address customer education and training needs.

#### **Key Account Development**

- Identify and prioritize key accounts for long-term growth.
- Understand customer decision-making structures and build strategic partnerships.
- Cross-sell ASP solutions by leveraging existing relationships and unmet needs.

#### **Product & Market Expertise**

- Continuously build knowledge of ASP products and their clinical applications.
- Understand and communicate product differentiation vs. competitor offerings.
- Stay updated on industry trends, market dynamics, and competitive landscape.

## **Compliance & Ethics**

- Maintain high standards of professional conduct in all business dealings.
  - Operate within company policies, regulatory guidelines, and ethical frameworks.
  - Ensure compliance with expense, sample, and equipment management protocols.
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## **Qualifications**

- Bachelor's degree in Science is required; an MBA is preferred.
  - Minimum 5 years of sales experience in the healthcare industry, preferably in medical devices or surgical consumables.
  - Strong understanding of the hospital procurement process and government tenders.
  - Excellent communication, negotiation, and relationship-building skills.
  - Ability to work independently, manage time effectively, and travel as required.
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## **Why Join ASP?**

- Be part of a global leader driving innovation in healthcare safety.
  - Work with cutting-edge technologies that make a real impact on patient care.
  - Enjoy a performance-driven culture with opportunities for professional growth.
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If you are passionate about healthcare innovation and have the drive to succeed in a competitive market, we invite you to apply and join us in our mission to protect patients and healthcare providers.

Apply through [www.rollingnexus.com/ASP](http://www.rollingnexus.com/ASP) or send your Resume at [recruitment@rollingplans.com.np](mailto:recruitment@rollingplans.com.np) with subject line "Application ASP-CSR"