



PR/117165 | BD & Sales Manager (Medical Equipment)

Job Information

Recruiter[JAC Recruitment Thailand](#)**Job ID**

1537253

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 30th, 2025 16:22

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a medical device company.

Job Responsibilities

- Focus on broadening the customer base by identifying potential new clients and markets.
- Analyze solutions for effectively selling the current medical device portfolio to meet diverse customer needs.
- Work towards expanding the customer base to align with the company's business objectives.
- Develop and maintain consultative sales relationships with all key purchasing influencers within the organization.
- Track and report on market activities, competitor products, and trends related to customer market analysis.
- Use this information to refine sales strategies and improve market positioning.
- Set strategies to expand the market and develop new main customers that align with the product group.

- Forecast sales targets and ensure these targets are met through effective planning and execution.
- Identify, engage, and close new business opportunities for strategic products.
- Build and manage qualified strategic accounts to ensure long-term business growth.

Requirements

- Bachelor's degree of Science in Medical Technology preferred.
- More than 3 years of experience in Key Account or sales in the medical equipment market.
- Experience in URO/GI department is a plus.
- Able to work in Bangkok and Upcountry areas, must have a car and driving license.
- Good in Thai and English.

If you are interested, click APPLY NOW. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

#LI-JACTH

Company Description