



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

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1540634

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 18th, 2025 11:01

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.

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Company Description