



JAC Recruitment

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Thailand



## PR/116849 | Sales & Service Engineer

### Job Information

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

1540668

**Industry**

Medical Device

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 4th, 2025 07:00

### 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 specializes in Medical business****Position:** Sales & Service Engineer (medical machine for IVD)**Salary:** 50,000 – 80,000THB +/- (Negotiable)**Location:** Bangkok and Onsite**Key Responsibilities of the position:**

- Manage relationships with external partners, distributors, resellers, or agents.
- Ability to drive sales growth, enhance customer satisfaction and improve operational efficiencies.
- Identify new sales to distributors, agreement negotiation and provide on product training.

- Develop and implement sales plan and sales strategy to meet the sales target (KPIs).
- Provide on technical support and advise any customer inquiry.
- Troubleshoot and resolve any issues that arise during the process and after sales service.

**Qualifications required:**

- Bachelor's degree in Biomedical Engineering, Life Sciences, Medical Technology or any related field.
- Minimum 5 years of experience in medical sales.
- Strong knowledge in IVD products, laboratory equipment, and diagnostic technologies sales
- Excellent sales skills, project management and organizational skills.
- Excellent verbal and written communication skills to interact with technical and non-technical stakeholders.
- Good problem-solving skills with ability to provide solutions to technical problems.
- Ability to understand and meet customer needs, ensuring satisfaction and loyalty.

**Benefits:**

- Bonus
- Salary Increment
- Car Allowance + Gasoline
- Position Allowance
- Training Allowance
- Business Trip Allowance
- Health Insurance
- Provident Fund
- Other leaves as per Thai law

Interested candidate please submit your most recent resume in English by simply clicking “**APPLY**” **Contact person:**  
**Nichaphat (May)**

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Company Description