



JAC Recruitment

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Thailand

## PR/117149 | Business Development Director (IVF Clinic)

### Job Information

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

1549106

**Industry**

Healthcare, Nursing

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

July 8th, 2025 17:04

### 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 fertility clinic.

**Job Responsibilities**

- Lead and oversee all commercial development efforts at the clinic, encompassing agent engagement, marketing strategies, and offline events. Specifically:
  - Forge and maintain strategic partnerships and referral networks with both local and international agents and healthcare providers to drive patient referrals.
  - Spearhead marketing initiatives, including comprehensive digital campaigns, medical tourism strategies, and effective brand positioning to attract a diverse patient base.
  - Act as the clinic's representative at industry events, conferences, and networking platforms to enhance visibility and establish the clinic as a leader in the field.
  - Oversee the acquisition of corporate clients and manage B2B relationships with insurance companies and wellness partners to expand the clinic's reach and services.

- Identify and capitalize on emerging market opportunities to increase patient volume and boost clinic revenue.
- Conduct thorough analyses of market trends, competitor activities, and customer insights to guide strategic business decisions and stay ahead of industry developments.
- Collaborate closely with clinical and operations teams to ensure a seamless and exceptional patient experience, maintaining high standards of service excellence.
- Develop, implement, and manage annual business development plans, budgets, and performance KPIs to track progress and achieve business goals.
- Support the development of pricing strategies, service bundling, and promotional activities based on market demand and positioning to maximize revenue and patient satisfaction.

**Requirements**

- Bachelor's degree in business, marketing, healthcare management, or a related field.
- More than 5 years of experience in business development roles and commercial development in the IVF industry.
- Strong leadership and management skills.
- Strategic thinking and problem-solving skills.
- Strong organizational and time management skills.
- Fluent 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

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## Company Description