



## PR/119097 | Senior Sales Specialist (Orthopedic Focus)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1579779

**Industry**

Healthcare, Nursing

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 16th, 2026 17:01

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Our client is a biotech company specializing in stem-cell manufacturing and is expanding its commercial operations in Thailand.

They are looking for an experienced Sales Specialist in the osteoarthritis (OA) and musculoskeletal market to join their small, high-performing team of 4 people in Thailand, reporting directly to the Head of Commercial.

**Responsibilities:**

- Drive sales in the OA/musculoskeletal segment, focusing on orthopedic clinics in Bangkok.
- Build strong relationships with orthopedic physicians, clinic owners, and key decision-makers.
- Conduct product presentations, clinical discussions, and follow-up visits to support product adoption.
- Develop and execute territory and business development strategies to meet sales targets.
- Identify new commercial opportunities and support market expansion.

- Provide market insights, customer feedback, and competitor intelligence to refine commercial strategy.
- Collaborate closely with the Thailand team on promotional activities, physician education, and brand positioning.

**Qualifications:**

- More than 10 years of medical or pharmaceutical sales experience, ideally in orthopedic, OA, or musculoskeletal products.
- Strong track record selling into orthopedic clinics; experience with HA injections is highly preferred.
- Confident engaging with orthopedic specialists, surgeons, and clinic management.
- Existing network within Thailand's orthopedic community is a major advantage.
- Fluent in Thai and English.
- Self-driven, able to work independently, and comfortable operating in a small, fast-growing team within a biotech environment.

Interested applicants, please click **APPLY NOW**. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACTH

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description