



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

May 19th, 2026 13:00

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

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Company Description