

PR/120667 | Pharma Raw Material BDM

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1619328

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:22

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Salary 100,000- 140,000
Position: Pharma Raw Material Business Development Manager (BDM)

Location: Bangna, Bangkok (BTS Udomsuk)

Key Responsibilities

- Drive business growth for pharmaceutical raw materials, including APIs, excipients, and specialty ingredients in Thailand.
- Develop new customers, expand existing accounts, and achieve sales and gross profit targets.
- Identify new products, applications, and market opportunities based on customer and industry needs.
- Lead, coach, and develop a team of 2 Sales Managers, ensuring effective market coverage and performance.
- Manage strategic customer accounts and business development projects from opportunity identification through

commercialization.

- Build and maintain strong relationships with pharmaceutical manufacturers, suppliers, and distribution partners.
- Coordinate technical, commercial, and supply-related activities with internal teams and external stakeholders.
- Maintain an active sales pipeline, provide accurate forecasts, and deliver regular business performance reports.
- Monitor market trends, competitor activities, and regulatory developments to support business strategy.
- Manage pricing, inventory, profitability, and working capital to ensure sustainable business growth.

Requirements

- 5-10 years of experience in pharmaceutical ingredient sales, particularly APIs and excipients.
- Established network within Thailand's pharmaceutical industry.
- Bachelor's degree in Pharmacy, Chemistry, Chemical Engineering, or a related scientific discipline.
- Strong experience in business development, key account management, and supplier relationship management.
- Sound commercial and financial acumen, including pricing, margin management, forecasting, and inventory planning.
- Understanding of pharmaceutical quality systems, regulatory requirements, and technical documentation.
- Proven ability to achieve sales targets and develop long-term business opportunities.
- Strong leadership, negotiation, communication, and stakeholder management skills.
- Fluent in Thai and English.
- Willingness to travel regularly for customer visits, supplier meetings, and industry events.

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Company Description