

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
November 24th, 2026 14:00

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.

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.

Privacy Policy Link: https://www.jac-recruitment.th/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.th/terms-of-use

Company Description