

PR/120627 | Sales Executive (Medical device)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621193

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

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General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Position: Sales Executive (Medical Device)
Salary: THB 25,000 - 40,000
Location: Sukhumvit 23 (BTS Prom Phong)

Our client is a Japanese medical device manufacturer specializing in medical needles and cannulas for aesthetic and medical applications.

Working Conditions

- Working hours: Monday to Friday 8:00-17:00 pm
- 4 days: go to client directly from home / only Friday staff will meet at office to have meeting

Responsibilities

- Manage a portfolio of existing accounts (70%) and new business development (30%) within the medical and aesthetic sectors.
- Promote premium medical needles featuring superior sharpness for smoother penetration and enhanced patient comfort.
- Visit hospitals and medical clinics regularly, with a target of at least 4 customer visits per day.
- Drive sales growth by developing relationships with healthcare professionals, clinics, and hospitals.
- Support and collaborate with distributors and business partners to expand market presence.
- Identify new business opportunities and monitor market trends and competitor activities.
- Participate in customer meetings, seminars, conferences, and exhibitions.
- Manage sales budgets, expenses, contracts, and commercial agreements.
- Provide regular business updates and sales reports to HQ in Japan.
- Deliver product presentations and training sessions for distributors, doctors, and other medical professionals.

Qualifications:

- Over 3 years Sales or Marketing experience with Medical / Hospital clients.
- Strong communication, negotiation, and presentation skills.
- Intermediate of English Skill.
- Possess a valid driving license and own vehicle.

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Company Description