


# 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

**Refreshed**
November 17th, 2026 09:00

## 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.

**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