JAC Recruitment

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JAC Recruitment Thailand

PR/120679 | Sales Manager – Pharmaceutical Ingredients (API & Excipients)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621200

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 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

Sales Manager – Pharmaceutical Ingredients (API & Excipients)
Location: Bang Na, Bangkok (BTS Udom Suk)
Salary: 80,000 - 100,000 THB/month
Industry: Chemical Trading & Distribution / Pharmaceutical Ingredients

Company Overview

Our client is a well-established international trading and distribution company specializing in specialty chemicals and pharmaceutical ingredients.
Responsibilities

- Develop and expand sales of pharmaceutical raw materials, particularly Active Pharmaceutical Ingredients (APIs) and Excipients.
- Manage existing accounts and identify new business opportunities with pharmaceutical manufacturers in Thailand.
- Build strong relationships with customers, including Purchasing, R&D, Production, and Quality departments.

- Coordinate with international suppliers on product development, technical support, and commercial opportunities. Manage pricing, quotations, negotiations, and gross profit targets.
- Support product sampling, technical evaluation, and qualification processes.
- Monitor sales forecasts, market trends, inventory, and business opportunities.
- Collaborate with internal teams to ensure customer satisfaction and business profitability.

Requirements

- Bachelor’s degree in Pharmacy, Chemistry, Chemical Engineering, or a related field is preferred.
- Minimum 5 years of sales experience in pharmaceutical ingredients, preferably APIs and Excipients.
- Strong network with pharmaceutical manufacturers in Thailand.
- Experience in chemical trading, pharmaceutical raw materials, or distribution businesses.
- Good understanding of pricing, gross profit, and supplier management.
- Strong negotiation, business development, and relationship management skills.
- Good command of Thai and English.
- Willingness to travel for customer visits.

Benefits

- Health Insurance
- Annual Health Check-up
- Provident Fund
- Car Allowance (including vehicle depreciation, maintenance, and fleet card)
- Fixed & Variable Bonus
- 15 Days Annual Leave (additional 1 day for every 3 years of service)

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