

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

Refreshed
November 17th, 2026 08:00

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

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)

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Company Description