

PR/120704 | Sales & Marketing Executive (Dental)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621219

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:59

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

Area Sales & Marketing Executive

The Company: Innovative dental training and simulation products, working closely with dental schools, universities, healthcare institutions, and distributors worldwide.

Location: Kanchanaphisek area

Salary: 40,000 – 70,000 THB .

Key Responsibilities

- Drive business development activities to expand market presence in dental products
- Identify new business opportunities and develop strategies to increase sales revenue with distributors across multiple countries or regions.
- Analyze market trends, competitor activities, and customer requirements to identify growth opportunities.

- Manage and support distributors across assigned territories.
- Monitor distributor performance and assist with sales planning and forecasting.
- Coordinate exhibitions, trade shows, customer visits, and promotional events.
- Develop marketing materials, product presentations, brochures, and sales tools in collaboration with relevant teams.
- Deliver product presentations and training sessions for distributors and customers.
- Act as a liaison between regional sales activities and international headquarters.
- Travel internationally for distributor visits, customer meetings, training sessions, conferences, and exhibitions.

Qualifications

- Bachelor's degree in Business Administration, Marketing, International Business, or a related field.
- Experience in sales, marketing, business development, channel management, or area management.
- Experience working with distributors across multiple countries or regions.
- Experience in medical devices, healthcare, education technology, training solutions, or other technical B2B industries.
- Willingness and ability to travel internationally on a regular basis.
- Business-level English communication skills.

Interested candidates, please send your resume in English to us.

JAC Personnel Recruitment Ltd
10F Emporium Tower, 622 Sukhumvit Soi 24, Klongton, Klongtoey, Bangkok 10110

Contact: K. Napaphach
Office Number: 066-097-2958
Time: 9:00 AM – 6:00 PM
Website: https://www.jac-recruitment.co.th

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Company Description