

PR/120742 | Area Sales & Marketing Executive (Healthcare)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1623931

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:22

General Requirements

Minimum Experience Level
Over 6 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

The Area Sales & Marketing Executive role plays an important part in driving business growth across Southeast Asia and Oceania within the healthcare industry. This position combines business development, sales and marketing, distributor management, and cross-functional coordination, offering the opportunity to work closely with regional partners while serving as a key liaison with teams in Japan.

Responsibilities

- Build strong relationships with distributors and support them in achieving sales targets.
- Carry out sales and marketing activities to increase market awareness and business growth.
- Organize and attend exhibitions, trade shows, and customer meetings.
- Conduct product presentations and training sessions for customers and distributors.
- Create sales materials and marketing documents together with internal teams.
- Work closely with teams such as Production, R&D, Customer Service, and Logistics to support customer needs.

- Travel to meet distributors and customers and participate in industry events across Southeast Asia, Australia, and Japan.
- Support daily office operations and administrative activities when required.
- Prepare sales reports, forecasts, and market information updates.
- Grow sales and find new business opportunities across Southeast Asia and Oceania.

Requirements

- Experience in sales, marketing, business development, or distributor management within the healthcare industry
- Strong communication and relationship management skills, with the ability to collaborate effectively with distributors, customers, and internal stakeholders
- Ability to drive regional business growth and execute sales and marketing initiatives across Southeast Asia and Oceania
- Willingness to travel internationally for distributor visits, customer support activities, conferences, and exhibitions

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