



## PR/117149 | Business Development Director (IVF Clinic)

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメント タイランド

#### 求人ID

1540618

#### 業種

福祉・介護

#### 雇用形態

正社員

#### 勤務地

タイ

#### 給与

経験考慮の上、応相談

#### 更新日

2025年05月20日 12:21

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

Our client is a fertility clinic.

#### **Job Responsibilities**

- Lead and oversee all commercial development efforts at the clinic, encompassing agent engagement, marketing strategies, and offline events. Specifically:
  - Forge and maintain strategic partnerships and referral networks with both local and international agents and healthcare providers to drive patient referrals.
  - Spearhead marketing initiatives, including comprehensive digital campaigns, medical tourism strategies, and effective brand positioning to attract a diverse patient base.
  - Act as the clinic's representative at industry events, conferences, and networking platforms to enhance visibility and establish the clinic as a leader in the field.
  - Oversee the acquisition of corporate clients and manage B2B relationships with insurance companies and wellness partners to expand the clinic's reach and services.

- Identify and capitalize on emerging market opportunities to increase patient volume and boost clinic revenue.
- Conduct thorough analyses of market trends, competitor activities, and customer insights to guide strategic business decisions and stay ahead of industry developments.
- Collaborate closely with clinical and operations teams to ensure a seamless and exceptional patient experience, maintaining high standards of service excellence.
- Develop, implement, and manage annual business development plans, budgets, and performance KPIs to track progress and achieve business goals.
- Support the development of pricing strategies, service bundling, and promotional activities based on market demand and positioning to maximize revenue and patient satisfaction.

**Requirements**

- Bachelor's degree in business, marketing, healthcare management, or a related field.
- More than 5 years of experience in business development roles and commercial development in the IVF industry.
- Strong leadership and management skills.
- Strategic thinking and problem-solving skills.
- Strong organizational and time management skills.
- Fluent in Thai and English.

If you are interested, click [APPLY NOW](#). Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

#LI-JACTH

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会社説明