



## PR/117165 | BD & Sales Manager (Medical Equipment)

### 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

1540634

#### 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 medical device company.

#### **Job Responsibilities**

- Focus on broadening the customer base by identifying potential new clients and markets.
- Analyze solutions for effectively selling the current medical device portfolio to meet diverse customer needs.
- Work towards expanding the customer base to align with the company's business objectives.
- Develop and maintain consultative sales relationships with all key purchasing influencers within the organization.
- Track and report on market activities, competitor products, and trends related to customer market analysis.
- Use this information to refine sales strategies and improve market positioning.
- Set strategies to expand the market and develop new main customers that align with the product group.

- Forecast sales targets and ensure these targets are met through effective planning and execution.
- Identify, engage, and close new business opportunities for strategic products.
- Build and manage qualified strategic accounts to ensure long-term business growth.

**Requirements**

- Bachelor's degree of Science in Medical Technology preferred.
- More than 3 years of experience in Key Account or sales in the medical equipment market.
- Experience in URO/GI department is a plus.
- Able to work in Bangkok and Upcountry areas, must have a car and driving license.
- Good 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