



## PR/119097 | Senior Sales Specialist (Orthopedic Focus)

### 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

1579779

#### 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

2026年06月16日 17:01

### 応募必要条件

#### 職務経験

10年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

流暢

#### 日本語レベル

無し

#### 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 biotech company specializing in stem-cell manufacturing and is expanding its commercial operations in Thailand.

They are looking for an experienced Sales Specialist in the osteoarthritis (OA) and musculoskeletal market to join their small, high-performing team of 4 people in Thailand, reporting directly to the Head of Commercial.

#### Responsibilities:

- Drive sales in the OA/musculoskeletal segment, focusing on orthopedic clinics in Bangkok.
- Build strong relationships with orthopedic physicians, clinic owners, and key decision-makers.
- Conduct product presentations, clinical discussions, and follow-up visits to support product adoption.
- Develop and execute territory and business development strategies to meet sales targets.
- Identify new commercial opportunities and support market expansion.

- Provide market insights, customer feedback, and competitor intelligence to refine commercial strategy.
- Collaborate closely with the Thailand team on promotional activities, physician education, and brand positioning.

**Qualifications:**

- More than 10 years of medical or pharmaceutical sales experience, ideally in orthopedic, OA, or musculoskeletal products.
- Strong track record selling into orthopedic clinics; experience with HA injections is highly preferred.
- Confident engaging with orthopedic specialists, surgeons, and clinic management.
- Existing network within Thailand's orthopedic community is a major advantage.
- Fluent in Thai and English.
- Self-driven, able to work independently, and comfortable operating in a small, fast-growing team within a biotech environment.

Interested applicants, please click **APPLY NOW**. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACTH

**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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会社説明