

JAC Recruitment

タイの求人なら
JAC Recruitment Thailand

PR/120322 | Technical Sales Executive (Scientific Solutions)

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
1609926

業種
その他（商社）

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09月01日 10:43

応募必要条件

職務経験
1年以上

キャリアレベル
中途経験者レベル

英語レベル
日常会話レベル

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

Position: Technical Sales Executive (Scientific Solutions)

Salary: Up to THB 35,000/month (Basic Salary) + Attractive Sales Commission

Working Hours: Mon–Fri / Hybrid

Location: Bangkok, Thailand

About the Role

We are seeking a motivated and results-driven **Technical Sales Executive** to join a growing team specializing in scientific and laboratory solutions.

This role is ideal for candidates with a strong scientific background and a passion for sales, customer engagement, and business development. The successful candidate will be responsible for developing customer relationships, identifying business opportunities, and delivering value-driven solutions to research, laboratory, healthcare, and industrial customers.

Key Responsibilities

- Promote and present scientific products, laboratory solutions, and related services to customers.
- Build, maintain, and strengthen relationships with researchers, laboratory professionals, healthcare personnel, and industry stakeholders.
- Conduct regular customer visits and identify new business opportunities within assigned territories.
- Manage quotations, sales orders, customer inquiries, and follow-up activities.
- Understand customer requirements and provide solution-based recommendations aligned with their applications and objectives.
- Identify, coordinate, and manage academic and government tender opportunities, including proposal preparation and document submission.
- Prepare and submit weekly sales activity and pipeline reports to management.
- Address customer concerns and collaborate with internal teams to ensure timely issue resolution.
- Monitor market trends, competitor activities, and customer needs to support business growth initiatives.
- Achieve assigned sales targets and contribute to overall team success.

Qualifications

- Bachelor's degree or higher in one of the following fields: Biology, Biotechnology, Biochemistry, Chemistry, Molecular Biology, Genomics, Life Sciences, Medical Technology, or a closely related scientific discipline
- Experience in Life Science, Laboratory, Scientific, Diagnostic, Healthcare, Biotechnology, or related industries is preferred.
- Experience in technical sales, business development, or customer-facing roles will be an advantage.
- Fresh graduates with strong academic backgrounds and excellent communication skills are welcome to apply.
- Self-motivated, confident, and results oriented.
- Strong communication, presentation, and interpersonal skills.
- Ability to work independently and manage multiple priorities.
- Resourceful, disciplined, and proactive in problem-solving.
- Strong customer relationship management skills.
- Comfortable working in a fast-paced and target-driven environment.

Preferred Experience

Experience selling any of the following will be an advantage:

- Scientific instruments
- Laboratory equipment
- Laboratory consumables
- Research products
- Technical services

- Healthcare solutions
- Industrial or analytical solutions

Benefits:

- Competitive Salary Package
- Attractive Sales Commission Scheme
- Social Security
- Car Allowance
- Gasoline Allowance
- Group Health Insurance
- Paid Annual Leave
- Hybrid Working Arrangement
- Professional Training and Development
- Career Advancement Opportunities

Interested applicants, please click **APPLY NOW**. Only shortlisted candidates will be contacted due to the high volume of applications.

#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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

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会社説明