

PR/120679 | Sales Manager – Pharmaceutical Ingredients (API & Excipients)

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
1621200

業種
化学・素材

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11月03日 10:59

応募必要条件

職務経験
6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

Sales Manager – Pharmaceutical Ingredients (API & Excipients)
Location: Bang Na, Bangkok (BTS Udom Suk)
Salary: 80,000 - 100,000 THB/month
Industry: Chemical Trading & Distribution / Pharmaceutical Ingredients

Company Overview

Our client is a well-established international trading and distribution company specializing in specialty chemicals and pharmaceutical ingredients.
Responsibilities

- Develop and expand sales of pharmaceutical raw materials, particularly Active Pharmaceutical Ingredients (APIs) and Excipients.
- Manage existing accounts and identify new business opportunities with pharmaceutical manufacturers in Thailand.
- Build strong relationships with customers, including Purchasing, R&D, Production, and Quality departments.

- Coordinate with international suppliers on product development, technical support, and commercial opportunities. Manage pricing, quotations, negotiations, and gross profit targets.
- Support product sampling, technical evaluation, and qualification processes.
- Monitor sales forecasts, market trends, inventory, and business opportunities.
- Collaborate with internal teams to ensure customer satisfaction and business profitability.

Requirements

- Bachelor’s degree in Pharmacy, Chemistry, Chemical Engineering, or a related field is preferred.
- Minimum 5 years of sales experience in pharmaceutical ingredients, preferably APIs and Excipients.
- Strong network with pharmaceutical manufacturers in Thailand.
- Experience in chemical trading, pharmaceutical raw materials, or distribution businesses.
- Good understanding of pricing, gross profit, and supplier management.
- Strong negotiation, business development, and relationship management skills.
- Good command of Thai and English.
- Willingness to travel for customer visits.

Benefits

- Health Insurance
- Annual Health Check-up
- Provident Fund
- Car Allowance (including vehicle depreciation, maintenance, and fleet card)
- Fixed & Variable Bonus
- 15 Days Annual Leave (additional 1 day for every 3 years of service)

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