



## PR/116258 | Sales Manager (Aesthetic Product)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1513359

**Industry**

Healthcare, Nursing

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

February 4th, 2025 09:01

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Our client is an aesthetic products company.

#### Key Responsibilities

- Establish sales targets, monitor progress, and revise goals as necessary.
- Review and enhance team processes and procedures for better efficiency.
- Set individual sales quotas and allocate territories to team members.
- Deliver precise and comprehensive sales forecasts.
- Provide coaching, mentorship and constructive feedback to the team.
- Cultivate a competitive yet supportive team culture.

- Manage local and regional sales initiatives, promotions and campaigns.
- Lead and coordinate all sales efforts at local and regional levels.
- Guide distributors and dealers on policies and standard operating procedures.
- Develop and implement territory-specific sales strategies.
- Explore emerging markets to uncover new sales opportunities.
- Create and roll out a business plan to grow our customer base and keep a strong presence in the market.
- Build and maintain strong, lasting relationships with customers by partnering with them and understanding their needs.
- Share sales, revenue, and expense reports, along with realistic forecasts with the management team.
- Spot emerging markets and market trends while staying updated on new products and the competition.
- Supervise and direct the performance of the sales team.

**Qualifications:**

- Bachelor's degree in Marketing, Business, or related field; MBA preferred.
- Minimum of 5 years of sales experience in the healthcare industry, aesthetic products preferred.
- Good in Thai and English.

Apply online or feel free to contact me directly at [pacita.phaohusara@jac-recruitment.com](mailto:pacita.phaohusara@jac-recruitment.com) for more information about this opportunity. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description