



PR/116260 | Business Development Manager (pharmaceutical products)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513360

Industry

Pharmaceutical

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 12:20

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 a pharmaceutical company.

Responsibilities:

- Develop and implement business strategies to meet revenue targets.
- Develop pricing strategies and proposals
- Identify new markets and partnerships for business expansion.
- Build and manage relationships with clients and partners.
- Negotiate and finalize contracts and strategic collaborations.
- Analyze industry trends, regulatory changes and competitor activities.
- Drive customer acquisition, retention and satisfaction.
- Maintain records of leads, partnerships and revenue growth.
- Present performance updates and forecasts to senior management.

Qualifications:

- Bachelor's degree in a relevant field.
- Over 5 years of experience in business development or sales in the pharmaceutical industry.
- In-depth knowledge of pharmaceutical operations and analytics.
- Strong communication, project management, relationship building, presentations, negotiation and strategic planning abilities.
- Solid financial knowledge including creating profitable proposals and understanding cost structures and P&L
- Proficient in using CRM software and Microsoft Office Suite.
- Fluent in Thai and English

Apply online or feel free to contact me directly at 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.

#LI-JACTH

Company Description