



PR/116604 | Export Sales Manager - Medical Product

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1518450

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 11:31

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

Location: Chiang Mai

Key Responsibilities:

- Formulate and execute international sales plans.
- Stay updated on global trade trends and regulations.
- Set and monitor sales goals and performance metrics.
- Manage the preparation and submission of export documents.
- Ensure adherence to international trade laws and regulations.
- Negotiate contracts to reduce costs.
- Track and control import/export expenses.
- Identify and address risks in international sales.
- Implement strategies to mitigate potential issues.
- Develop and maintain strong customer relationships.
- Handle customer inquiries and resolve issues efficiently.
- Lead and inspire the international sales team.
- Provide training and support to achieve sales targets.
- Create and present sales performance reports.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field.
- Proven experience in international sales and business development.
- Have medical product knowledge.
- Strong understanding of export regulations, logistics, and supply chain.
- Excellent communication skill in both English and Thai.
- Able to travel abroad as needed.

Company Description