



PR/116849 | Sales & Service Engineer

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1529938

Industry

Medical Device

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 15th, 2025 11:02

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 specializes in Medical business

Position: Sales & Service Engineer (medical machine for IVD)

Salary: 50,000 – 80,000THB +/- (Negotiable)

Location: Bangkok and Onsite

Key Responsibilities of the position:

- Manage relationships with external partners, distributors, resellers, or agents.
- Ability to drive sales growth, enhance customer satisfaction and improve operational efficiencies.
- Identify new sales to distributors, agreement negotiation and provide on product training.

- Develop and implement sales plan and sales strategy to meet the sales target (KPIs).
- Provide on technical support and advise any customer inquiry.
- Troubleshoot and resolve any issues that arise during the process and after sales service.

Qualifications required:

- Bachelor's degree in Biomedical Engineering, Life Sciences, Medical Technology or any related field.
- Minimum 5 years of experience in medical sales.
- Strong knowledge in IVD products, laboratory equipment, and diagnostic technologies sales
- Excellent sales skills, project management and organizational skills.
- Excellent verbal and written communication skills to interact with technical and non-technical stakeholders.
- Good problem-solving skills with ability to provide solutions to technical problems.
- Ability to understand and meet customer needs, ensuring satisfaction and loyalty.

Benefits:

- Bonus
- Salary Increment
- Car Allowance + Gasoline
- Position Allowance
- Training Allowance
- Business Trip Allowance
- Health Insurance
- Provident Fund
- Other leaves as per Thai law

Interested candidate please submit your most recent resume in English by simply clicking “**APPLY**” **Contact person:**
Nichaphat (May)

Company Description