

Business Development Manager – Bangkok, Thailand

Do you consistently beat sales goals and are ready for a change? Do you want to be part of a young and ambitious team, whose mission is to improve health outcomes for hundreds of millions of patients across Asia? At mClinica we build digital networks of pharmacies and patients to fundamentally change the last mile in healthcare delivery: local pharmacies. As part of our regional expansion strategy, we're now looking for a **Bangkok-based Business Development Manager** to support our growth locally and regionally.

The perfect candidate will be a dynamic self-starter with strong Sales / Business Development experience in the pharmaceutical / healthcare industry, who can clearly communicate the value of our products via email, phone, and in person meetings.

Responsibilities

- Identify new clients (pharmaceutical or healthcare) across our product range.
- Design and manage the sales process for our Thai market end to end, starting from prospecting, emailing, and cold-calling to presenting to clients and nurturing client relations in order to ensure flawless project execution.
- Help inform product pricing strategy for new and current products.
- Negotiate and finalize deals with both existing and new clients.
- Assist senior management with developing market entry strategies for new products and manage subsequent product launch.
- Regularly provide management with client feedback.

Your Profile

- Strong relationships with healthcare and pharmaceutical clients and ability to turn these into commercial opportunities.
- An infectious positive attitude, and a drive to win.
- Ability to act as a brand ambassador for mClinica's product suite.
- Capable to integrate with a small and agile geographically dispersed team.
- Analytical mind with a strong focus on ROI for the client.
- Excellent communication, presentation, and negotiating skills (both oral and written).
- Proven ability to multi-task and follow through while paying strict attention to detail.
- Fluent in English and Thai.

What You Can Expect from Us

- Significant career growth opportunities in the fastest-growing healthcare startup in Southeast Asia.
- A collaborative and team-oriented approach with a focus on exceeding personal and company-wide goals.
- Competitive compensation and international travel opportunities.
- Start date: Immediate

Apply: We work hard, we work smart and we like to have fun. If you'd like to join us on our journey, please send your resume to careers@mclinica.com (Subject: BD Manager Thailand).