

Date: 22 January 2025

Department: Patient Care

1. Job Title: Patient Care Sales Representative (3 positions)

- Khon Kaen branch
- Surat Thani branch
- Bangkok (HQ)

2. Company Overview:

Learn more: <https://www.ottobock.co.th/>

3. Job Description:

Involves promoting and selling products or services related to Prosthetic & Orthotic devices. Play a crucial role in driving revenue and growth for the company, responsible for understanding customer needs, presenting solutions, and closing deals.

4. Required Qualifications:

- Thai nationals only
- Bachelor's degree in health care related (PO, PT, OT, BME, and ETC)
- Ability to plan and work independently
- Solution-orientated thinking and acting
- Negotiation, and coordination with internal and external colleagues
- Presentable, with professional appearance and behavior
- Technical English and good general English skills
- Have a personal car, able to travel to work outside the location or other provinces

5. Preferred Qualifications:

- Energetic, enthusiastic, and self-driven
- Strong interpersonal, communication, and team player with own initiative
- IT literacy (basic knowledge and skills to utilize computers/tablets and related technology efficiently)

6. Key Responsibilities:

- Work within a multidisciplinary team and take prescriptions by clinical assessments of prosthetic/orthotic treatment.
- Present and demonstrate P&O products and services to current and potential customers.
- Handle sales targets and promote the company's sales growth.
- Create local marketing strategies and implement sales plans/activities.
- Coordinate with company staff to accomplish work required to close sales.
- Manage account service through Quality Checks and other follow-ups.
- Build good relationships with key persons
- Presenting the company in all respects as a professional organization in its field
- Manage pricing, quotation, negotiations, and follow-up of fitted patients

7. Benefits:

Khon Kaen & Surat Thani positions

- Competitive salary commensurate with experience
- Commission on individual and group sales
- Provincial Sales Support for first 12 months

Recruitment Information
Otto Bock South East Asia Co., Ltd.

- Annual Bonus
- Performance related annual increase
- Performance related Career pathway increase
- Telephone allowance
- CPO or PT License allowance
- Car maintenance allowance
- Travel allowances & reimbursement
- Provident Fund – Following probation period
- Annual medical check-up
- AIA Medical Insurance – Following probation period
- ISPO membership

Bangkok position

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- Annual Bonus
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- Travel allowances & reimbursement
- Provident Fund – Following probation period
- Annual medical check-up
- AIA Medical Insurance – Following probation period
- ISPO membership

8. Working Location & working hours:

- Otto Bock South East Asia (Main Clinic): 6 Soi Khlang Montri, Chatuchark, Chatuchark, Bangkok 10900.
- Otto Bock South East Asia (Khon Kaen): 272 Soi 16 Moo 12, Muang Kao Subdistrict, Mueang Khon Kaen District, Khon Kaen 40000.
- Otto Bock South East Asia (Surat Thani): 189/4-5, Wat Pradu Subdistrict, Mueang Surat Thani District, Surat Thani 84000.

<https://www.ottobock.com/en-ea/welcome-to-our-patient-care-centers-thailand>

Working hours: Self-management

9. Salary:

- Khon Kaen & Surat Thani: Minimum starting income 31,000 THB + commission for individual goal & team goal
- Bangkok: Minimum starting income 24,000 THB + commission for individual goal & team goal

Plus, benefits listed, negotiable commensurate with experience

10. Application Process:

Please send us your resume/CV by Email: OBSEA@ottobock.co.th

11. Contact Information:

Contact person: Ms. Ticumporn Buasuk (Boong)

Email: Ticumporn.Buasuk@ottobock.com

Contact number: 064-924-9547

12. Equal Opportunity Statement:

As an internationally positioned employer, we attach great importance to multicultural interaction underpinned by respect and trust. We experience diversity in the teams as an advantage and bring people with different individual experiences, convictions, and viewpoints together.

To ensure equal opportunity and to shape our international character along socially equitable lines, we do not condone any discrimination of employees, based on their age, gender, their ethnic origin or skin colour, religion or world view, sexual identity, handicap, or social background.

That means that Ottobock does not tolerate any discrimination in the workplace or when hiring.