

Recruitment information

Otto Bock South East Asia Co., Ltd.

1. Job Title

Patient Care Sales Representative – Surat Thani Branch

2. Company Overview

Ottobock is a German-founded global leader in prosthetics and orthotics, operating in 130+ countries for over 100 years.

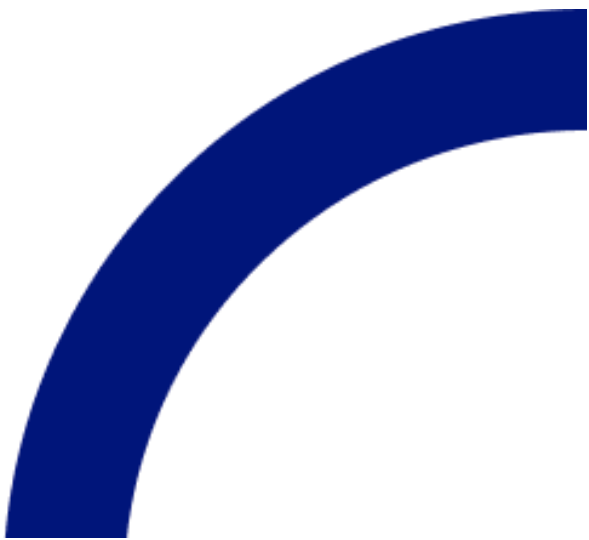
Our Patient Care division runs a network of 400 clinics worldwide — including three in Thailand (Bangkok, Surat Thani, and Khon Kaen) — where certified clinical teams provide personalized prosthetic, orthotic, and rehabilitation solutions to help patients regain mobility and independence. Joining Ottobock means selling solutions that genuinely change lives, backed by world-class technology and a globally trusted brand.

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
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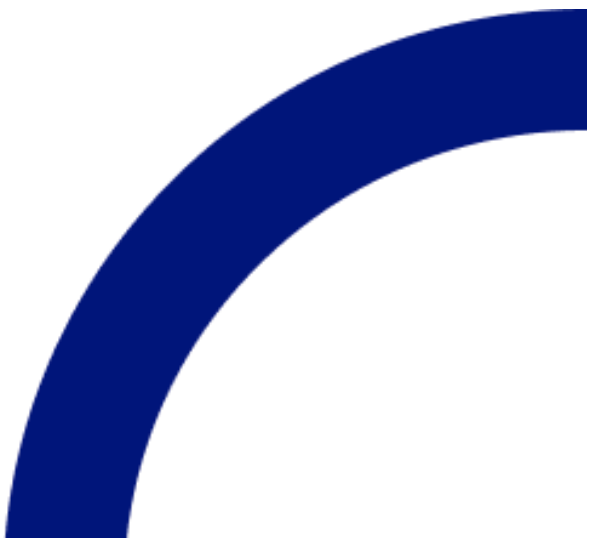
5. Preferred Qualifications

- 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

- Competitive salary commensurate with experience
 - Commission on individual and group sales
 - Provincial Sales Support for first 12 months
 - 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
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8. Working Location & working hours

- **Surat Thani branch:** 189/4-5, Wat Pradu Subdistrict, Mueang Surat Thani District, Surat Thani 84000.
- **Working hours:** Self-management

9. Salary

- Minimum starting income 31,000 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 and: Ticumporn.Buasuk@ottobock.com

11. Contact Information

Contact person: Ms. Ticumporn Buasuk (Boong)
Email: Ticumporn.Buasuk@ottobock.com
Contact number: 062-536-9155

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 color, religion or world view, sexual identity, handicap, or social background.

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

