



JAC Recruitment

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Thailand

## PR/117363 | Channel Manager (Telecom)

## Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1543425

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 17th, 2025 13:02

## 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

## Key Responsibilities:

## Sales &amp; Business Development

- Drive revenue, profitability, and customer satisfaction across assigned telecom and corporate accounts.
- Identify and pursue new business opportunities in both telecom and enterprise markets.
- Expand the reach of SMB, commercial, and enterprise product lines.
- Prepare and present sales proposals, tenders, and account management plans.
- Negotiate contract terms in line with company policies.

### Channel & Partner Management

- Build and maintain strong relationships with telecom operators, ISPs, distributors, and resellers.
- Develop and manage partner ecosystems to support business growth.
- Collaborate with marketing teams to execute campaigns across online and offline channels.

### Market & Account Strategy

- Conduct market analysis to monitor trends, competitors, and key projects in the telecom and corporate sectors.
- Understand customer business scenarios and organizational structures to tailor solutions.
- Work closely with technical and R&D teams to develop customized products and solutions.

### Performance Monitoring

- Track and report on sales performance, forecasts, and budgets.
- Identify challenges and allocate resources to improve overall performance.
- Conduct regular customer visits and follow-ups to ensure sales targets are met.

### Qualifications:

- Bachelor's degree or higher in Business, Information Technology, or a related field.
- Minimum 2 years of experience in sales, key account management, or business development in telecom, ISP, or networking sectors.
- Strong understanding of telecom equipment (e.g., routers, switches, WLAN, 4G) and enterprise networking solutions.
- Familiarity with procurement processes of telecom operators and corporate clients.
- Proficient in Microsoft Office and capable of managing multiple tasks efficiently.
- Excellent communication, presentation, and interpersonal skills.
- Fluent in both English and Thai (spoken and written).

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### Company Description