



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 3rd, 2025 10:44

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 & 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).

Company Description