



JAC Recruitment

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Thailand

## PR/117456 | Country Manager (Software / SaaS)

### Job Information

**Recruiter**[JAC Recruitment Thailand](#)**Job ID**

1544781

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 17th, 2025 10:19

### 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

**Type of Business :** Software/SaaS (B2B)**Working Hour :** Mon-Fri 09.00-18.00 (Hybrid Working)**Office Location :** Bangkok**Job Responsibilities:**

- Manage sales team to achieve sales targets and close deals in Thailand.
- Develop and execute sales strategy, market plans, adapt to trends, and stay competitive.
- Form partnerships and represent company's product at industry events.
- As team leadership - recruit and manage sales, CS, and marketing teams, mentor staffs, and foster a high-performance culture.
- Manage budgets, ensure compliance, and oversee office operations.

- Track performance metrics and refine strategies based on data.
- Ensure customer satisfaction and tailor solutions to local needs.
- Drive user acquisition, refine marketing strategies, and develop impactful campaigns.

**Qualification:**

- Bachelor's degree in any relevant field.
- 10+ years in B2B software/SaaS sales with a proven track record of meeting or exceeding sales target.
- Experience in managing 10+ team or leading a sales division with proven success.
- Familiarity with SaaS business models, metrics, and enterprise solution selling methodologies.
- Good English skill, able to work with multi-national team.
- Team Management, Business Acumen, Strategic Thinking

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Company Description