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JAC Recruitment Thailand

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

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1549292

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

August 5th, 2025 16:00

### 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

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description