



PR/117608 | Solution Presale (SAAS)

Job Information

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

1549459

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 17:14

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

Seeking for Solution Presale to join our team in designing innovative business solutions using leading SaaS platforms such as Microsoft, AWS, and other emerging technologies. This role combines product management and pre-sales responsibilities, with opportunities to explore new products and collaborate closely with sales teams, customers, and partners across the APAC region.

Responsibilities:

- Develop and implement business solutions leveraging SaaS platforms.
- Act as a product manager and pre-sales consultant for proposed solutions.
- Conduct market research to identify new product opportunities.
- Collaborate with internal teams and external stakeholders to drive sales and solution adoption.
- Support business planning and solution strategy within the IT domain.
- Manage projects effectively, ensuring timely delivery and quality outcomes.
- Engage in cross-country communication and coordination within APAC.

Qualifications:

- Proven experience in IT business planning, solution design, and project management.
 - Background in sales or pre-sales within the IT industry.
 - Solid understanding of general IT concepts, cloud technologies, and Microsoft products (preferred).
 - Ability to identify market needs and craft solutions that address them.
 - Strong skills in managing resources, including people and budgets.
 - Excellent presentation, communication, and negotiation abilities.
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- Logical thinker with initiative and adaptability under pressure.
 - Capable of multitasking and working flexibly in a fast-paced environment.

Interested candidate, please submit your most recent resume in English (Word format) by simply clicking “APPLY NOW”

JAC Recruitment Ltd.

10F, Emporium Tower, 622, Soi 24, Sukhumvit Road, Klongton, Klongtoey, Bangkok 10110

#LI-JACTH

#citybangkok

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Company Description