



## PR/118545 | Enterprise Sales Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1566541

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

February 3rd, 2026 11:02

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Enterprise Sales / Client Partner – Telecom

Location: Based at Phitsanulok

### Role Overview

Our client is one of the well known telecom companies. The Enterprise Sales professional is responsible for driving revenue growth by selling advanced telecommunications solutions to large enterprise clients.

### Key Responsibilities

- Develop and execute strategic account plans for enterprise clients.
- Identify new business opportunities and expand existing accounts.
- Build and maintain long-term relationships with C-level executives and key decision-makers.
- Act as a trusted advisor, providing consultative solutions aligned with client business goals.

- Position telecom products and services (e.g., mobile, fixed-line, SD-WAN, cloud, cybersecurity).
- Collaborate with technical teams to design customized solutions.
- Lead complex contract negotiations and close high-value deals.
- Maintain accurate sales forecasts and pipeline reports.
- Work with marketing, product, and delivery teams to ensure seamless implementation.

#### Qualifications

- Bachelor's degree in Business, IT, or related field.
- 5+ years of experience in B2B sales, preferably in telecom or IT solutions.
- Strong understanding of telecom technologies and enterprise IT infrastructure, Telecom services, networking, cloud, IoT.
- Proven track record of meeting or exceeding sales targets.
- Excellent communication, negotiation, and relationship management skills.

Interested candidate, please send your resume in English (Word format only) along with your recent photo and expected salary to us via this post.

#LI-JACTH  
#citybangkok

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#### Company Description