



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

March 3rd, 2026 09:01

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.

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Company Description