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JAC Recruitment Thailand

PR/118621 | Sales Engineer (SaaS)

Job Information

<b>Recruiter</b> JAC Recruitment Thailand
<b>Job ID</b> 1568010
<b>Industry</b> IT Consulting
<b>Job Type</b> Permanent Full-time
<b>Location</b> Thailand
<b>Salary</b> Negotiable, based on experience
<b>Refreshed</b> December 9th, 2025 10:20

General Requirements

<b>Minimum Experience Level</b> Over 3 years
<b>Career Level</b> Mid Career
<b>Minimum English Level</b> Business Level
<b>Minimum Japanese Level</b> Basic
<b>Minimum Education Level</b> Associate Degree/Diploma
<b>Visa Status</b> No permission to work in Japan required

Job Description

**Position:** Sales Engineer (SaaS Solutions)  
**Location:** Bangkok (BTS/MRT Accessible)  
**Key Responsibilities**  
**Pre-Sales**

- Collaborate with the sales team to develop effective strategies for new customer acquisition.
- Prepare and deliver technical proposals and documentation.
- Create and execute product demonstrations.
- Conduct presentations and address technical inquiries during Q&A sessions.
- Support implementation and onboarding for new clients.

**Post-Sales**

- Deliver training sessions for existing customers.
- Provide technical support, including troubleshooting and usage guidance.

**Partner Support**

- Share technical knowledge of our products with partners.
- Assist partner sales teams with technical expertise.
- Respond to technical inquiries from partners.

#### **Development**

- Perform custom development for our SaaS platform using JavaScript and no-code tools.

#### **Additional Responsibilities**

- Act as the first point of contact during service incidents (e.g., outages).
- Support internal system development and operations.
- Participate in internal meetings and cross-functional projects.

#### **Qualifications**

- Minimum 3 years of experience as a Sales Engineer or System Engineer.
- Hands-on programming experience.

#### **Language Skills**

- English: Business level proficiency.
- Japanese (Would be advantage)

#### **Business Experience**

- Experience in system proposal and solution design.
- Previous work experience in a SaaS product company.
- Project management experience.

#### **Technical Skills**

- Proficiency in JavaScript.
- Familiarity with SaaS platforms and no-code tools.

**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**