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JAC Recruitment Thailand

PR/118621 | Sales Engineer (SaaS)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1568010

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 09:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

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.

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Company Description