



## PR/118324 | Sales Team Lead (Software / Cloud)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1572248

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

January 27th, 2026 07:00

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Location:** Asoke, Bangkok

**Overview:** Our client is a tech startup, providing cloud solution/ software solution, DevSecOps which the founder has been working in Software Development industry for 20 years.

You will experience a dynamic work experience and open-minded work experience where you can share your opinion and idea for work.

**Description**

- Co-develop annual sales plan with the executive team to ensure that the responsible sales revenue targets are met.
- Discuss the high-level requirement with clients to determine the potential solutions that can be addressed.
- Work with a solution consulting team to develop the technical proposal.
- Coordinate with a solution consulting team to present and demonstrate solution features.
- Negotiate service agreements and prices with clients.

- Develop and maintain a long-term relationship with new clients and key accounts.
- Actively seek out new sales opportunities through various channels.
- Manage junior's sales member
- Set Business strategic aligned with company product/ service to achieve annual sales target.

Qualification

- Bachelor in any field (Computer, Telecommunication or IT would be an advantage).
- 8+ years related sales of Software Sales, Cloud Sales from Software house/ SI
- Experience in selling project

Cloud Solutions (AWS and/or Azure), Cloud Native-Application solution, DevOps/DevSecOps

- Good understanding of how Cloud Solutions, Cloud Native-Applications, Microservices and DevOps/DevSecOps can solve business challenges or enhance the business competitiveness.
- Good Negotiation, problem-solving skills are required.
- Good relation and engagement to customers and professional manner.
- Good presentation, communication, and interpersonal skills.
- Professional look with a pleasant personality.
- Creative, initiative, proactive, goal-oriented, and customer oriented.
- Be Enthusiastic to learn new technologies.
- Good command of English will be a plus.

Interested applicants, please click **APPLY NOW**. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACTH

**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