



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

May 5th, 2026 16:00

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

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Company Description