



CR/096520 | Corporate Sales Development

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1574758

Industry

IT Consulting

Job Type

Contract

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

March 10th, 2026 07:00

General Requirements

Minimum Experience Level

Over 1 year

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

COMPANY OVERVIEW

The company is a leading provider of cloud-based enterprise solutions designed to help organizations streamline operations and enhance workforce productivity. With a focus on innovation, flexibility, and user-centric design, it supports businesses in managing their people, processes, and strategic goals more effectively.

JOB RESPONSIBILITIES

- Drive prospecting efforts and generate qualified sales opportunities for the Thailand market.
- Engage targeted accounts through multiple outreach methods, including email, phone, social channels, and in-person events.
- Connect with potential clients to communicate solution value, understand their needs, and identify business challenges.

- Conduct follow-up on marketing-qualified leads and nurture prospects through early stages of the sales cycle.
- Support pipeline growth by participating in social engagement activities and relevant events.
- Collaborate closely with Account Executives to identify, qualify, and transition opportunities smoothly.
- Maintain accurate tracking of all engagement activities using CRM and sales-engagement platforms.
- Contribute to demand-generation initiatives and pipeline-building programs targeted at the Thailand market.

JOB REQUIREMENTS

- Bachelor's degree
- At least 5 year of relevant work experience
- Experience or internship exposure in areas such as inside sales, business development, prospecting, technology sales, marketing, direct sales, or IT consulting
- Thai language proficiency (written and spoken) to communicate effectively with Thailand-based clients and stakeholders

Interested candidates who wish to apply for the above positions, please click "Apply now".

We regret that only shortlisted candidates will be notified.

Working Location: Singapore

Bhadoria Shilpalekha Vikas (R1876178)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

#countrysingapore

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Company Description