

The logo for Translead, featuring the word "Translead" in a white, sans-serif font on a black rectangular background. A white arrow points to the right from the end of the word.

【Thailand】 Overseas Sales for proprietary SaaS product

Seeking native Thai speakers

Job Information

Hiring Company

[Translead Inc.](#)

Job ID

1580529

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Toei Mita Line Station

Salary

6 million yen ~ 12 million yen

Work Hours

8:30 AM - 5:30 PM

Holidays

Two-day weekend system (Saturdays, Sundays, and national holidays)

Refreshed

May 6th, 2026 07:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

Business Level

Other Language

Thai - Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

« Job Description & Position Highlights »

- Responsible for establishing and expanding the overseas sales organization for our proprietary SaaS

- Challenge in the global market / Potential for early promotion based on results
- Leverage experience in overseas sales, new business development, and SaaS proposals
- Stock options and company cafeteria services available

[Job Responsibilities]

- Establishing sales functions/sales organizations at overseas locations
- Developing overseas customers
- Acquiring new customers
- Presenting our products to executive management
- Following up with existing customers and building relationships
- Marketing activities (exhibition participation, social media management, etc.)
- Providing product feedback to the development department

1. Sales activities for our SaaS product “Translead CRM”

We pursue new business opportunities for our CRM product and aim to secure contracts. We deeply understand the structures of various industries and customer challenges to provide optimal solutions.

2. Relationship building

We build trust with customer decision-makers and stakeholders to form long-term partnerships.

3. Solution Proposals and Presentations

Clearly and effectively propose DX solutions based on client needs. Create customized proposal materials as needed and deliver presentations.

4. Project Collaboration

Collaborate with the technical team during post-order project execution to ensure smooth implementation.

■Career Advancement Example:

Promotions can be achieved quickly based on performance.

You will start as a sales member, catching up on our business and culture.

Founded by former Keyence employees, we offer a merit-based evaluation system, salary/promotion opportunities, and stock option programs. Even those without prior SaaS sales experience can achieve higher annual income and positions than before.

[Employment Type]

Full-time Employee

Probationary Period: 3 months (no change in conditions during probation)

[Salary]

Annual Income : ¥6,000,000 - ¥12,000,000

Monthly Salary : ¥375,000 - ¥554,900

*Fixed overtime pay included in monthly salary : ¥97,600 - ¥195,100

*Bonuses/Raises: Yes (twice yearly)

[Working Hours]

8:30 AM - 5:30 PM

[Work Location]

Sumitomo Realty Roppongi Central Tower 9F, 7-15-9 Roppongi, Minato-ku, Tokyo

[Holidays & Leave]

- Two-day weekend system (Saturdays, Sundays, and national holidays)
- Year-end and New Year holidays
- Annual paid leave
- Special leave for weddings/funerals
- Maternity/childcare leave
- Caregiver leave
- Compensatory days off

[Benefits & Welfare]

- Transportation expenses covered
- Company-provided PC/mobile phone
- Full social insurance coverage
- On-site cafeteria service
- Water dispenser

Required Skills

[Required Skills]

- Thai (Native Level)
- Japanese (Business Level)
- 2+ years of B2B sales experience
- Experience in new business development
- Basic IT knowledge

[Preferred Skills]

- Experience negotiating with enterprise clients
- Sales experience with SaaS products

- Experience using CRM tools

Company Description