



PR/119672 | Global COO - Japanese Speaking

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1598988

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 10:49

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Global COO – Japanese Speaking

Location: Bangkok (Hybrid)

Working Hours: Mon–Fri, 9:00–18:00

Company Overview

Our client is a rapidly growing IT company providing a project management platform designed for the construction and non-office workforce industry. With strong global expansion plans, they are seeking a senior leader to drive business growth and operational excellence.

Job Responsibilities

- Lead and scale global operations across Customer Success and Business Development functions
- Build, manage, and develop a high-performing global team

- Define and execute strategies to drive customer satisfaction, retention, and business growth
- Oversee customer onboarding and implementation projects globally
- Develop and improve training systems, tools, and support frameworks for distributors and partners
- Formulate and execute global expansion strategies based on market research and competitive analysis
- Drive international sales, marketing, and revenue growth initiatives
- Identify, develop, and manage strategic partnerships and alliances
- Strengthening organizational capabilities, including HR and cross-functional initiatives
- Take full ownership of P&L for global business operations
- Lead strategic planning and execution to achieve scalable, accelerated growth
- Act as a key leader aligning international teams and ensuring operational excellence

Qualifications

- Proven experience in a senior leadership role (COO / Head of Business / similar)
- Background in SaaS, B2B tech, or platform business
- Experience in global expansion and managing cross-border teams
- Strong understanding of Customer Success and Business Development
- Strategic thinker with strong execution capability
- Excellent leadership, communication, and stakeholder management skills
- Fluent in Japanese (business level or above) and strong English communication skills

Benefits

- Opportunity to lead a fast-growing global SaaS business
- Strategic, high-impact leadership role
- Hybrid working arrangement
- Competitive salary and benefits

How to Apply

Please submit your updated CV via the website or contact us for more information.

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