



PR/119756 | Business Development (Software / SaaS)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1599031

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 12th, 2026 07:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Location: Prakanong area

Overview: Our client is a startup Software platform/ SaaS, operating business more than 12 countries.

You will experience an international work environment where you speak English for work and have multi-international colleagues.

Description

- Drive and manage the sales pipeline through inbound and outbound activities to meet revenue goal
- Identify and generate prospective customers through multiple channels, including cold calling, email outreach, social media and others
- Analyze prospect's needs, pain points and business challenges
- Screen and qualify leads to ensure to meet the company's target customer criteria
- Build in-depth knowledge of company products, services and trends to clearly communicate and address customer needs

- Coordinate and manage meeting scheduling between qualified prospects and the sales team
- Work closely with sales and marketing team to facilitate lead transitions and ensure customer data in the CRM to be up to date
- Achieve/ Meet or exceed monthly and quarterly sales development targets and KPIs

Qualification

- Bachelor's degree in related field
- 2-10 years of work experiences in Business Development in Software Sales, Platform
- Proven track on generating leads, with a successful track record on selling Sales tool, CRM Software, Salesforce, HubSpot
- Experience in working with Software industry
- Ability to handle work individually and as a team
- Characteristic: Hard-working, Adjustable, Maturity, Clear communication
- Good English

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