



PR/120224 | SaaS Account Executive

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1607769

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 04:00

General Requirements

Minimum Experience Level

Over 6 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

We are seeking a motivated and results-driven SaaS sales professional who excels at hunting new business opportunities, building strong client relationships, and driving revenue growth. The ideal candidate has a proven B2B SaaS sales track record, strong communication skills, and aspirations to grow into a future Sales Manager role.

Responsibilities

- Drive hunting-style outbound sales activities to identify, engage, and acquire new SMB, Mid-Market, and Enterprise customers.
- Manage the full sales cycle from lead qualification, solution consulting, proposal creation, pricing, negotiation, and contract closure.
- Understand customer business requirements and collaborate closely with product, engineering, and implementation teams to deliver effective solutions.

- Achieve and exceed sales targets while building a strong pipeline and ensuring successful project implementation and customer onboarding.
- Develop sales and partner strategies, represent the company at industry events, and expand business opportunities through partners and channels.

Qualifications

- 6+ years of professional experience with at least 4 years in SaaS sales, software sales, new business development, or startup environments.
- Proven track record in B2B SaaS sales, preferably selling to SMB, Mid-Market, or Enterprise clients in Thailand and neighboring countries.
- Strong analytical, problem-solving, presentation, and documentation skills with a proactive "can-do" attitude and team-player mindset.
- Fluent in Business English and Thai, with excellent communication and stakeholder management capabilities.
- Experience selling Project Management SaaS or solutions for construction, manufacturing, or related industries is highly preferred; prior Sales Manager or startup experience is an advantage.

Interested candidate, please submit your most recent resume in English by simply clicking "APPLY NOW"

JAC Recruitment Ltd.

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#LI-JACTH

#citybangkok

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Company Description