JAC Recruitment

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JAC Recruitment Thailand

PR/120805 | Senior Solution Engineer

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1623936

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:22

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

As a Senior Solutions Engineer at Manatal, you will help drive our expansion into mid-market and enterprise customers by serving as the technical bridge between customers, Sales, Product, and Engineering.

You will work directly with prospects and customers to understand their business processes and technical requirements, explain advanced product capabilities, scope technical solutions, and design proof-of-concept workflows. You will translate complex customer needs into structured requirements, partnering closely with Product Managers to evaluate solution feasibility and help shape the product direction.

You will play a key role throughout the sales cycle, providing technical expertise on APIs, integrations, automation workflows, and other complex product capabilities to help customers evaluate and successfully adopt Manatal.

Core Responsibilities

- **Explain Advanced Product Capabilities**
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    - Explain advanced and newly released product features to prospects and customers when additional product

expertise is required.

- Join customer calls to advise on technical solutions, including APIs, integrations, automation workflows, and other complex product capabilities.

- **Scope Customer Requirements**

- Join customer discovery sessions to understand, clarify, and document business and technical requirements.
- Translate customer needs into structured requirements for the Product and Engineering teams, collaborating with the Product Manager to evaluate feasibility and define the appropriate solution.

- **Build Proofs of Concept**

- Design and build proof-of-concept workflows using tools such as Zapier, n8n, APIs, and AI-powered workflows.
- Demonstrate solution feasibility and validate customer use cases with prospects and customers.

You have

- Fluency in English (written and verbal).
- Previous experience in Solutions Engineering, Technical Product Management, Solutions Consulting, Implementation Consulting, or a similar customer-facing technical role.
- Strong experience working directly with customers in discovery, requirements gathering, and solution design discussions.
- Ability to independently lead complex customer conversations and build credibility with senior stakeholders.
- Strong analytical and problem-solving skills with the ability to bring structure to ambiguous situations.
- Experience translating business requirements into clear technical requirements and specifications.
- Solid understanding of APIs, integrations, webhooks and automation platforms.
- Ability to work effectively across Product, Engineering, Sales, and Customer Success teams.
- Strong ownership and ability to independently drive initiatives from discovery through execution.
- Excellent communication and stakeholder management skills.

Nice to have

- Experience working in a B2B SaaS environment.
- Experience supporting mid-market or enterprise customers.
- Experience building workflows and proof-of-concepts using tools such as n8n, Zapier, Make, or similar automation platforms.
- Experience working with AI tools, agents, and workflow automation.
- Experience writing product requirements or technical specifications.
- Experience working with Jira and Jira Service Desk.
- Previous experience in recruitment technology, HR technology, or workflow-heavy software platforms.

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