



PR/117456 | Country Manager (Software / SaaS)

募集職種

人材紹介会社

ジェイエイシーリクルートメント タイランド

求人ID

1544781

業種

ITコンサルティング

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2025年06月17日 10:19

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Type of Business : Software/SaaS (B2B)

Working Hour : Mon-Fri 09.00-18.00 (Hybrid Working)

Office Location : Bangkok

Job Responsibilities:

- Manage sales team to achieve sales targets and close deals in Thailand.
- Develop and execute sales strategy, market plans, adapt to trends, and stay competitive.
- Form partnerships and represent company's product at industry events.
- As team leadership - recruit and manage sales, CS, and marketing teams, mentor staffs, and foster a high-performance culture.
- Manage budgets, ensure compliance, and oversee office operations.

- Track performance metrics and refine strategies based on data.
- Ensure customer satisfaction and tailor solutions to local needs.
- Drive user acquisition, refine marketing strategies, and develop impactful campaigns.

Qualification:

- Bachelor's degree in any relevant field.
- 10+ years in B2B software/SaaS sales with a proven track record of meeting or exceeding sales target.
- Experience in managing 10+ team or leading a sales division with proven success.
- Familiarity with SaaS business models, metrics, and enterprise solution selling methodologies.
- Good English skill, able to work with multi-national team.
- Team Management, Business Acumen, Strategic Thinking

会社説明