



PR/117271 | Sales Engineer

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

1549147

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07月08日 17:07

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

Our client is leading provider of IT solutions with handle all IT support and maintenance, including business systems like ERP, IoT and production management systems.

Location: Bangkok.

Responsibilities:

- Oversee the complete sales process, including precise pipeline forecasts, from prospecting to closing.
- Meet quarterly sales goals and maintain a quarterly quota.
- Evaluate quarterly sales goals and offer suggestions and answers.
- Recognize the needs and demands of the client.
- Expertly demonstrate solutions and technology to end-users.
- Have experience navigating the procurement processes of large companies and manage and secure complex, substantial deals.
- Drive account strategies and coordinate selling efforts to execute a sales process and secure sales.
- Handle several client opportunities while paying close attention to every little detail.
- Build accurate forecasts and establish an operational cadence with management.

- Drive referenceable customer satisfaction in your accounts.

Qualifications:

- Bachelor's degree in IT, Computer Science, Network Engineering, or related fields.
- Technical sales background in hardware/software and/or engineering related technology (At least 3 years of CAD/CAE/CAM/PDM or IoT sales experience preferred).
- Experience in technology sales is advantageous.
- Experience handling large sales values and communicating with enterprise level customers.
- Recent experience managing a diverse pipeline across multiple industries and customers segments.
- 2+ years of B2B and/or channel sales experience in a revenue-closing role with proven quota attainment.
- Highly productive communication skills, with the ability to manage multiple emails, phone calls, social media inquiries, etc.
- A positive, can-do attitude is essential success in the CAD-IT sales team.
- Good in English Communication.

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会社説明