



タイの求人なら
JAC Recruitment Thailand

PR/118179 | Senior Software Sales

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

1560841

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10月07日 11:29

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

Location: Sathorn, Bangkok

Overview: Our client is an international leading ICT solution provider, established the business over 10 years.

Description

- Manage existing customers and find new customers for creating sales pipeline
- Obtain a business opportunity of application software development for main Japanese manufacturing company
- Identify business opportunities from the market and create revenue from prospective customers through engagement together with the company's system engineer
- Oversee application software development projects to ensure customer requirements are fully met.
- Verify the customer's budget, anticipated timeline, and decision-making process
- Develop a proposal, make quotation to customers and issue the billing documents
- Prepare the Master Service Agreement and Statement of Work
- Manage other related to the company's sales and mkt activities/ events
- Handle visit customers by public transportation or company car.

Qualification

- Bachelor's degree in information technology or others
- 3+ years of work experiences in Software Sale Executive, IT Sales, ERP Sales, B2B Enterprise Sales
- Proven success with sales achievement
- Hands-on experience in Software selling project/ Manufacturing System Software
- Background in working with Japanese organization is a plus.
- Strong English communication speaking (Work with International manager)
- Good personality, communication skill and negotiation

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

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会社説明