



PR/118522 | Business Development Manager (Cybersecurity)

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

1566533

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

2026年02月03日 11:02

応募必要条件

職務経験

6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

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

Role Overview

Our partner company is looking for Business Development Manager, who familiar with CrowdStrike, to drive business growth in Thailand by managing reseller partners, building end-user pipeline, and supporting marketing activities. Work closely with internal teams and partners to achieve revenue goals.

Key Responsibilities

- Manage and grow sales pipeline with partners and end-users.
- Recruit and onboard reseller partners.
- Support marketing campaigns and events to generate leads.
- Ensure partners use available programs and tools effectively.
- Meet revenue and performance targets.

Requirements

- Bachelor's degree (MBA is a plus).
- 5+ years in technology sales, preferably cybersecurity.
- Strong knowledge of Thailand's channel ecosystem.
- Excellent communication and relationship-building skills.

Preferred:

- Vendor certifications and experience.
- Existing relationships with key partners.

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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会社説明