



PR/118545 | Enterprise Sales Manager

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

1566541

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

Enterprise Sales / Client Partner – Telecom

Location: Based at Phitsanulok

Role Overview

Our client is one of the well known telecom companies. The Enterprise Sales professional is responsible for driving revenue growth by selling advanced telecommunications solutions to large enterprise clients.

Key Responsibilities

- Develop and execute strategic account plans for enterprise clients.
- Identify new business opportunities and expand existing accounts.
- Build and maintain long-term relationships with C-level executives and key decision-makers.
- Act as a trusted advisor, providing consultative solutions aligned with client business goals.

- Position telecom products and services (e.g., mobile, fixed-line, SD-WAN, cloud, cybersecurity).
- Collaborate with technical teams to design customized solutions.
- Lead complex contract negotiations and close high-value deals.
- Maintain accurate sales forecasts and pipeline reports.
- Work with marketing, product, and delivery teams to ensure seamless implementation.

Qualifications

- Bachelor's degree in Business, IT, or related field.
- 5+ years of experience in B2B sales, preferably in telecom or IT solutions.
- Strong understanding of telecom technologies and enterprise IT infrastructure, Telecom services, networking, cloud, IoT.
- Proven track record of meeting or exceeding sales targets.
- Excellent communication, negotiation, and relationship management skills.

Interested candidate, please send your resume in English (Word format only) along with your recent photo and expected salary to us via this post.

#LI-JACTH
#citybangkok

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会社説明