



## CR/096520 | Corporate Sales Development

### 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シンガポール

#### 求人ID

1574758

#### 業種

ITコンサルティング

#### 雇用形態

契約

#### 勤務地

シンガポール

#### 給与

経験考慮の上、応相談

#### 更新日

2026年03月10日 07:00

### 応募必要条件

#### 職務経験

1年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

日常会話レベル

#### 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

#### COMPANY OVERVIEW

The company is a leading provider of cloud-based enterprise solutions designed to help organizations streamline operations and enhance workforce productivity. With a focus on innovation, flexibility, and user-centric design, it supports businesses in managing their people, processes, and strategic goals more effectively.

#### JOB RESPONSIBILITIES

- Drive prospecting efforts and generate qualified sales opportunities for the Thailand market.
- Engage targeted accounts through multiple outreach methods, including email, phone, social channels, and in-person events.
- Connect with potential clients to communicate solution value, understand their needs, and identify business challenges.

- Conduct follow-up on marketing-qualified leads and nurture prospects through early stages of the sales cycle.
- Support pipeline growth by participating in social engagement activities and relevant events.
- Collaborate closely with Account Executives to identify, qualify, and transition opportunities smoothly.
- Maintain accurate tracking of all engagement activities using CRM and sales-engagement platforms.
- Contribute to demand-generation initiatives and pipeline-building programs targeted at the Thailand market.

#### JOB REQUIREMENTS

- Bachelor's degree
- At least 5 year of relevant work experience
- Experience or internship exposure in areas such as inside sales, business development, prospecting, technology sales, marketing, direct sales, or IT consulting
- Thai language proficiency (written and spoken) to communicate effectively with Thailand-based clients and stakeholders

Interested candidates who wish to apply for the above positions, please click "Apply now".

We regret that only shortlisted candidates will be notified.

Working Location: Singapore

Bhadoria Shilpalekha Vikas (R1876178)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

#countrysingapore

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会社説明