



【Thailand】 Overseas Sales for proprietary SaaS product

Seeking native Thai speakers

募集職種

採用企業名

株式会社Translead

求人ID

1580529

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区, 港区

最寄駅

都営三田線駅

給与

600万円 ~ 1200万円

勤務時間

8:30 AM - 5:30 PM

休日・休暇

Two-day weekend system (Saturdays,Sundays,and national holidays)

更新日

2026年06月03日 07:00

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

無し

日本語レベル

ビジネス会話レベル

その他言語

タイ語 - ネイティブ

最終学歴

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

◀ Job Description & Position Highlights ▶

- Responsible for establishing and expanding the overseas sales organization for our proprietary SaaS

- Challenge in the global market / Potential for early promotion based on results
- Leverage experience in overseas sales, new business development, and SaaS proposals
- Stock options and company cafeteria services available

【Job Responsibilities】

- Establishing sales functions/sales organizations at overseas locations
- Developing overseas customers
- Acquiring new customers
- Presenting our products to executive management
- Following up with existing customers and building relationships
- Marketing activities (exhibition participation, social media management, etc.)
- Providing product feedback to the development department

1. Sales activities for our SaaS product “Translead CRM”

We pursue new business opportunities for our CRM product and aim to secure contracts. We deeply understand the structures of various industries and customer challenges to provide optimal solutions.

2. Relationship building

We build trust with customer decision-makers and stakeholders to form long-term partnerships.

3. Solution Proposals and Presentations

Clearly and effectively propose DX solutions based on client needs. Create customized proposal materials as needed and deliver presentations.

4. Project Collaboration

Collaborate with the technical team during post-order project execution to ensure smooth implementation.

■Career Advancement Example:

Promotions can be achieved quickly based on performance.

You will start as a sales member, catching up on our business and culture.

Founded by former Keyence employees, we offer a merit-based evaluation system, salary/promotion opportunities, and stock option programs. Even those without prior SaaS sales experience can achieve higher annual income and positions than before.

【Employment Type】

Full-time Employee

Probationary Period: 3 months (no change in conditions during probation)

【Salary】

Annual Income : ¥6,000,000 - ¥12,000,000

Monthly Salary : ¥375,000 - ¥554,900

*Fixed overtime pay included in monthly salary : ¥97,600 - ¥195,100

*Bonuses/Raises: Yes (twice yearly)

【Working Hours】

8:30 AM - 5:30 PM

【Work Location】

Sumitomo Realty Roppongi Central Tower 9F, 7-15-9 Roppongi, Minato-ku, Tokyo

【Holidays & Leave】

- Two-day weekend system (Saturdays, Sundays, and national holidays)
- Year-end and New Year holidays
- Annual paid leave
- Special leave for weddings/funerals
- Maternity/childcare leave
- Caregiver leave
- Compensatory days off

【Benefits & Welfare】

- Transportation expenses covered
- Company-provided PC/mobile phone
- Full social insurance coverage
- On-site cafeteria service
- Water dispenser

スキル・資格

【Required Skills】

- Thai (Native Level)
- Japanese (Business Level)
- 2+ years of B2B sales experience
- Experience in new business development
- Basic IT knowledge

【Preferred Skills】

- Experience negotiating with enterprise clients
- Sales experience with SaaS products

- Experience using CRM tools
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会社説明