



PR/119395 | Sales and Marketing 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

1585961

業種

その他（商社）

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05月05日 13:00

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

流暢

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: Close to MRT Phetchaburi station.

Overview: Our client is providing vehicles with integrated electronic solutions covering software and hardware. They are operating business over 20 years.

Their business is growing across head quarter and ASEAN countries, join to be a part of our development team!

You will experience an international work environment where you can have a chance to speak English and Japanese.

Description

- Handle, manage existing partners and improve partner sell-through by effective sales tools, promotions, and enabled support
- Identify potential new partners, propose products and close deal
- Manage the sales growth through current dealers, monitor partner pipeline and ensure precise sales forecasting

- Increase partner engagement through regular business reviews, performance tracking, and collaborative planning and strengthen partner commitment to company products and solutions
- Analyze risks related to partner performance, sales pipelines and strategies
- Support partners with product training, along with regular updates on solutions
- Provide marketing materials, demo, pre-sales support and handle partner events & workshops
- Ensure compliance with pricing and deal registration processes

Qualification

- Bachelor's degree in related field
- 5+ years of work experience as Channel sales, IT Sales
- Strong relationships with local dealers and sales process
- Good understanding of IT products/solutions (Software, Security, Cloud, etc.)
- Sales & Marketing skills for expanding marketing through campaigns, other channels
- Good English communication
- Japanese proficiency is preferred, but not compulsory.
- Excellent in communication, negotiation, persuasion, problem solving and willingness to learn new knowledge

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