



PR/119672 | Global COO - Japanese Speaking

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

1598988

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07月12日 08:00

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

ビジネス会話レベル

日本語レベル

流暢

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

Global COO – Japanese Speaking

Location: Bangkok (Hybrid)

Working Hours: Mon–Fri, 9:00–18:00

Company Overview

Our client is a rapidly growing IT company providing a project management platform designed for the construction and non-office workforce industry. With strong global expansion plans, they are seeking a senior leader to drive business growth and operational excellence.

Job Responsibilities

- Lead and scale global operations across Customer Success and Business Development functions
- Build, manage, and develop a high-performing global team

- Define and execute strategies to drive customer satisfaction, retention, and business growth
- Oversee customer onboarding and implementation projects globally
- Develop and improve training systems, tools, and support frameworks for distributors and partners
- Formulate and execute global expansion strategies based on market research and competitive analysis
- Drive international sales, marketing, and revenue growth initiatives
- Identify, develop, and manage strategic partnerships and alliances
- Strengthening organizational capabilities, including HR and cross-functional initiatives
- Take full ownership of P&L for global business operations
- Lead strategic planning and execution to achieve scalable, accelerated growth
- Act as a key leader aligning international teams and ensuring operational excellence

Qualifications

- Proven experience in a senior leadership role (COO / Head of Business / similar)
- Background in SaaS, B2B tech, or platform business
- Experience in global expansion and managing cross-border teams
- Strong understanding of Customer Success and Business Development
- Strategic thinker with strong execution capability
- Excellent leadership, communication, and stakeholder management skills
- Fluent in Japanese (business level or above) and strong English communication skills

Benefits

- Opportunity to lead a fast-growing global SaaS business
- Strategic, high-impact leadership role
- Hybrid working arrangement
- Competitive salary and benefits

How to Apply

Please submit your updated CV via the website or contact us for more information.

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