



PR/119756 | Business Development (Software / SaaS)

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

1599031

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 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

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: Prakanong area

Overview: Our client is a startup Software platform/ SaaS, operating business more than 12 countries.

You will experience an international work environment where you speak English for work and have multi-international colleagues.

Description

- Drive and manage the sales pipeline through inbound and outbound activities to meet revenue goal
- Identify and generate prospective customers through multiple channels, including cold calling, email outreach, social media and others
- Analyze prospect's needs, pain points and business challenges
- Screen and qualify leads to ensure to meet the company's target customer criteria
- Build in-depth knowledge of company products, services and trends to clearly communicate and address customer needs

- Coordinate and manage meeting scheduling between qualified prospects and the sales team
- Work closely with sales and marketing team to facilitate lead transitions and ensure customer data in the CRM to be up to date
- Achieve/ Meet or exceed monthly and quarterly sales development targets and KPIs

Qualification

- Bachelor's degree in related field
- 2-10 years of work experiences in Business Development in Software Sales, Platform
- Proven track on generating leads, with a successful track record on selling Sales tool, CRM Software, Salesforce, HubSpot
- Experience in working with Software industry
- Ability to handle work individually and as a team
- Characteristic: Hard-working, Adjustable, Maturity, Clear communication
- Good English

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