



Global Sales - Seeking Native Thai Speakers

募集職種

人材紹介会社

株式会社SPOTTED

求人ID

1606905

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区

給与

500万円 ~ 900万円

ボーナス

固定給+ボーナス

更新日

2026年08月06日 20:18

応募必要条件

職務経験

1年以上

キャリアレベル

新卒・未経験者レベル

英語レベル

日常会話レベル

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

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Mission

Drive business growth in international markets by acquiring new customers, strengthening relationships with existing clients, and supporting regional expansion. Work closely with customers to understand their needs and provide consultative solutions tailored to local business practices.

As a member of the global sales team, you will be responsible for a wide range of activities, including:

- Identifying and developing new business opportunities in assigned markets
- Managing and growing relationships with existing customers
- Conducting market research and competitive analysis
- Collaborating with internal teams to deliver customer-focused solutions
- Supporting market expansion initiatives in neighboring countries or regions

- Gathering customer feedback and providing market insights to influence product and business strategy

Career Path

You will begin by contributing as a member of the global sales organization, with opportunities to pursue various career paths based on your interests and performance, including:

- Enterprise or strategic account sales
- Partner and channel sales
- Sales leadership and people management
- Business development and Go-to-Market (GTM) strategy
- Cross-functional roles in Customer Success, Marketing, or Product-related functions

About the Team

You will work in a diverse, multicultural environment alongside colleagues from various backgrounds. The organization values collaboration, open communication, and a proactive mindset, empowering employees to contribute ideas and take ownership of new initiatives.

What You'll Gain

- Opportunity to make a measurable impact on business growth in international markets
- Experience working in a fast-paced, multicultural environment
- Exposure to international sales, market development, and business strategy
- Opportunities to collaborate across functions and influence product direction through customer insights
- Flexible career development with opportunities to explore different business functions and leadership roles
- Daily use and development of multilingual communication skills

スキル・資格

Required Qualifications:

Language Skills

- Native-level proficiency in the target market language
- Business-level Japanese (or equivalent)
- Conversational English (or equivalent)

Experience

- At least 1 year of experience in B2B or B2C sales

Preferred Qualifications

- Strong understanding of the target market's business culture and commercial practices
- Experience selling software, SaaS, or cloud-based solutions
- Experience in new business development and customer acquisition
- Experience working with enterprise customers
- Experience with channel or partner sales
- Experience selling productivity, collaboration, or IT-related solutions
- Leadership or team management experience

会社説明