



PR/120224 | SaaS Account Executive

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

1607769

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09月01日 06:00

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

We are seeking a motivated and results-driven SaaS sales professional who excels at hunting new business opportunities, building strong client relationships, and driving revenue growth. The ideal candidate has a proven B2B SaaS sales track record, strong communication skills, and aspirations to grow into a future Sales Manager role.

Responsibilities

- Drive hunting-style outbound sales activities to identify, engage, and acquire new SMB, Mid-Market, and Enterprise customers.
- Manage the full sales cycle from lead qualification, solution consulting, proposal creation, pricing, negotiation, and contract closure.
- Understand customer business requirements and collaborate closely with product, engineering, and implementation teams to deliver effective solutions.

- Achieve and exceed sales targets while building a strong pipeline and ensuring successful project implementation and customer onboarding.
- Develop sales and partner strategies, represent the company at industry events, and expand business opportunities through partners and channels.

Qualifications

- 6+ years of professional experience with at least 4 years in SaaS sales, software sales, new business development, or startup environments.
- Proven track record in B2B SaaS sales, preferably selling to SMB, Mid-Market, or Enterprise clients in Thailand and neighboring countries.
- Strong analytical, problem-solving, presentation, and documentation skills with a proactive "can-do" attitude and team-player mindset.
- Fluent in Business English and Thai, with excellent communication and stakeholder management capabilities.
- Experience selling Project Management SaaS or solutions for construction, manufacturing, or related industries is highly preferred; prior Sales Manager or startup experience is an advantage.

Interested candidate, please submit your most recent resume in English by simply clicking "APPLY NOW"

JAC Recruitment Ltd.

10F, Emporium Tower, 622, Soi 24, Sukhumvit Road, Klongton, Klongtoey, Bangkok 10110

#LI-JACTH

#citybangkok

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会社説明