



PR/115345 | Sales and Client Solution Director

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1504075

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:38

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is an Esports marketing agency.

The person involves managing a team of sales and client solutions professionals, building strong client relationships with game publishers, consumer brands, and advertising agencies.

Job Responsibilities

- Collaborate with the executive team on strategic sales and client solutions plans.
- Manage and grow the sales and client solutions team.
- Develop new commercial products and increase annual revenue.
- Oversee revenue strategies, pipeline management, and contract negotiations.
- Improve sales and operations effectiveness.
- Support training and development for team members.
- Partner with Sales for client planning and negotiations.
- Maintain policy exceptions and cross-functional team alignment.
- Handle CS team tasks and staff hiring and training.
- Implement B2B marketing initiatives.

Requirements

- More than 10 years in sales/business development management in esports, gaming, influencer marketing, entertainment, media or advertising industries, preferably in high-growth environments.
- Proven sales leadership and a strong network in Thailand.
- Proven track record in hiring and leading diverse teams with a passion for people management and development.
- Experience with CRM software and managing revenue systems.
- Ability to build custom content/sponsorship solutions.
- Ability to work in fast-paced environments and a drive for success.
- Strong communication, leadership, and motivational skills.
- Fluent in both Thai and English.

If you are interested, please submit your CV by clicking the 'APPLY' or send it to pacita.phaohusara@jac-recruitment.com

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Company Description