



## PR/116362 | Product Manager (Data storage solutions)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1511062

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

December 17th, 2024 11:53

### 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 one of the leading firms in Communication equipment, Security systems services, UCC

**Location:** Huai Khwang

**Salary:** 100,000 THB +/- (plus benefits and incentives)

**Responsibilities:**

- Build and maintain strategic relationships with vendors to meet quotas and achieve profit target
- Assist Channel Sales and Business Development Managers (BDMs) in positioning product offerings and managing customer expectations.
- Conduct regular product updates, promotions, events, and training sessions.
- Ensure product pricing is up-to-date and manage vendor-related processes.

- Submit timely and accurate weekly reports to vendors and superiors.
- Visit targeted partners or end users to enhance product mindshare and development.
- Plan and execute promotional activities, training, and events with vendors.
- Work with the operations team to maintain healthy inventory levels.
- Analyze quarterly and yearly data against metrics set by management and vendors.

**Requirements:**

- 5+ years of experience in networking, security, or unified communication solutions.
- Familiar in working with leading IT vendors to bring solutions to market through a network of partners, including technology resellers, systems integrators, and service providers
- Strong communication, interpersonal, and analytical skills. Ability to work well in a team and independently.
- Good command of English and Thai

Interested candidate, please submit your most recent resume in English (Word format) by simply clicking "**APPLY NOW**"  
JAC Personnel Recruitment Ltd.  
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Company Description