



PR/116362 | Product Manager (Data storage solutions)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513410

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

February 4th, 2025 08:00

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**"
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Company Description