



PR/114082 | IT Business Development (SaaS)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1519869

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

February 4th, 2025 11:40

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

Highlight

- Experience and Knowledge in the Financial Sector.
- Experience in Start-up environment.
- Flexible working styles.

Location: Pathum Wan, Bangkok.

Our client is an IT SaaS products provider (2nd Provider) specializes in offering services to clients in the financial and banking sectors, focusing on developing SaaS lending solutions ranging from online lending to debt collection. They are looking for Business Development to be a one of their pioneers to expand Thai Market.

Responsibilities:

- Formulate and execute a comprehensive market entry plan:
 - Work in unison with the Business Development group to create and implement a strong market entry plan for Thailand.
 - To place the business in the best possible position, do a comprehensive market analysis that includes trend analysis, competitive analysis, and identification of strategic opportunities.
- Leading the way in innovative lead generation:
 - Take the lead in lead generation projects by organizing strategic events, innovative marketing campaigns, and focused networking events for the local fintech, banking, and financial communities.
 - Develop and nurture connections to create a robust network within the nearby business community.
- Entire Sales Process Management:
 - Manage every step of the sales process, from the first outreach to the contract's completion.
 - Utilize strategies for account management, negotiation, and effective communication to surpass sales goals and accomplish overall business objectives.
- Collaboration with Cross-Functional Teams:

Qualifications:

- Experience in Business development and corporate sales within system provider companies in the financial sector.
- Experience and Knowledge in the Tech Sector.
- Demonstrated track record in business development, sales, or executing market entry strategies, preferably within the fintech sector.
- Experience in Start-up environment.

Company Description