



## PR/115345 | Sales and Client Solution Director

### 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

1513103

#### 業種

デジタルマーケティング

#### 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

2025年01月07日 15:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 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

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](mailto:pacita.phaohusara@jac-recruitment.com)

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#citybangkok

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会社説明