



PR/114082 | IT Business Development (SaaS)

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

1519869

業種

ITコンサルティング

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02月04日 11:40

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

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.

会社説明