



Job title	Head of Commercial (Business Development - Data Center Service Solutions)
Reports to	General Manager
Location	Bangkok, Thailand

Duties and Responsibilities

- Developing and implementing sales and marketing strategies to enhance competitive position for the assigned accounts.
- Directing development and implementation of long-terms and short-terms strategic that are in line with the grand strategies.
- Controlling, managing and advising to sale and marketing team.
- Trusted advisor and partner to the GM and Director on building commercial capability.
- Enabling commercial leaders to build high performing teams.
- Liaising and coordinating internal resources to match customer expectations and satisfaction.
- Preparing activity reports.
- Communicating market forecasts and any relevant information related to customers' satisfaction and competitors' activities.
- Reporting regularly on the market needs, solutions and service opportunities and providing recommendations on product definition.
- Managing the relevant corporate local partners and third parties.
- Dealing contractually and commercially with the changes requested by the customers during the project execution.
- Driving new securities universal standards and keeping standard ISO of the company policy.

Candidate Profile

- Thai nationality only.
- Degree in Computer Science/ Information Technology or equivalent.
- At least 8 years of experience in sales and/ or pre-sales relating to Project/ Cloud Services.
- At least 5 years of experience in management level relating to Sales and Marketing.
- Outstanding communication and negotiation skills across all levels of management.
- Ability to work effectively in diverse, foreign and multi-cultural environments.
- Acknowledged leadership and motivational skills in large, cross-cultural teams.
- Very good communication and presenting skills in English.

Approved by:	JB Hired (on behalf of CEO)
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