



<b>Job title</b>	Sales Manager/Director (Data Center)
<b>Reports to</b>	GM
<b>Location</b>	Bangkok, Thailand

#### Duties and Responsibilities

- Developing and implementing sales strategies to enhance competitive position for the assigned accounts.
- Managing and supporting to existing customers and approaching new prospects.
- 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.

#### Candidate Profile

- Thai nationality only.
- Degree in Computer Science/Information Technology or equivalent
- **At least 5 years of experience in sales and/or pre-sales relating to Data Center/Cloud Services.**
- 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.
- Honest person with a high level of integrity.
- Have own car and driving license.
- **Able to frequently travel between Bangkok - Rayong.**

<b>Approved by:</b>	(on behalf of CEO)
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