



We're hiring a  
**Cloud Sales Manager (m/f/d)**  
to support our Team in Bangkok

Your Role at Neos



**Sales Management:**  
Apply your outstanding consultative selling skills for Cloud solutions



**Technical Expertise:**  
You have a minimum of five years of enterprise Cloud or ICT experience as sales manager, business developer or accountmanager.



**Global Collaboration:**  
Be able to work in a multi-cultural environment across three locations

### About Neos

Neos is a Cloud-, Infrastructure- and Service Provider, specialised in building customised Digital Platforms across all industries. We offer a full range of solutions around Big Data, DevOps and Software Defined Data Centers, including Infrastructure and Application Management, Cloud Infrastructure Enablement and application development platforms.

### What we offer

An exciting and stimulating position in a dynamic, fast growing and multi-cultural IT company. You will have the opportunity to develop yourself and your career, working in multiple areas in a fun relaxed, professional environment. You will also have the opportunity to be innovative and think 'outside of the box'.

You at Neos

We are seeking a bright, imaginative and dedicated Cloud Sales Manager with a passion to understand the potential customer business and build trusted long-term relationship with them. You are enthusiastic about the latest technology and have an excellent understanding how to create business value out of it. You are ready to work as part of a cross-continental and multicultural team to create the best solutions for our customers.

As Cloud Sales Manager you will help us to achieve our goals by translating the company strategy into effective sales strategies in order to grow company revenue. These strategies will be delivered in alignment with the senior management against agreed KPIs.

### 1. Academic Background

Bachelor degree or higher in Business Administration or Marketing.

### 2. Professional Experience

A minimum of five years of enterprise Cloud or ICT experience as sales manager, business developer or account manager.

### 3. Required skill set

- Relevant experience on Cloud and ICT sales discipline
- Nice to have: Experience with AWS, Microsoft Azure, Google Cloud
- Proven track record of closing up to 100 million THB deals
- Mastering the sales pipeline from the first contact to the closure of the deal
- Plan and execute campaigns with marketing team
- Experience as Sales Manager within large enterprise space
- Proven track record in selling/presenting to C-level business executives
- Being able to work well under pressure in a multicultural environment
- Ability to contribute to an open dynamic and supportive team environment across all organizational levels
- Outstanding presentation, communication and negotiation skills
- Excellent business network
- Excellent Thai and English language skills

**If you believe you are the right person, please send your application via e-mail to Ann Modersitzki!**



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