



We're hiring an
Account Manager (m/f/d)
to support our Team in Bangkok

You at Neos



Account Management:

You are enthusiastic about Account Management in IT and interested in the latest trends



Technical Interest:

You are an expert in consultative selling within the Cloud or ICT area (ideally AWS, Google Cloud or Azure)



Excellence:

You have the ability to build new business opportunities and are embedded in an excellent business network



Global Collaboration:

You are 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'.

Principal Tasks

We are seeking a bright, imaginative, and dedicated Account Manager with a passion to nurture the Neos existing and new customer relationships. You will liaise between customers and cross-functional internal teams to manage expectation and go beyond that for the existing services and solutions. It is equally important to understand the current state and future need of the customer business, and articulate how Neos solutions can bring value to this.

As Account Manager you will help us to achieve our goals by translating the company strategy into effective account strategies in order to retain existing revenue and grow the value of the account in real terms. These strategies will be delivered in alignment with the senior management against agreed KPIs.

1. Academic Background

Masters degree or equivalent in Business Administration

2. Professional Experience

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

3. Required skill set

- Relevant experience on Cloud and ICT discipline
- Nice to have: Experience with AWS, Microsoft Azure, Google Cloud
- Proven track record of closing up to 100 million THB deals
- Experience as Account Manager within large enterprise accounts or account portfolios
- Proven track record in selling/presenting to C-level business executives
- Ability to build new business opportunities from existing clients and new customers
- Being able to work well under pressure in a multi-cultural environment
- Ability to contribute to an open dynamic and supportive team environment across all organizational levels
- Outstanding presentation, communication and negotiation skill
- 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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Find detailed job specs here:
neosit.com/th/career.html