



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 IT Services is a leading technology advisor to companies relying on business-critical platforms. Neos is a partner to major enterprises delivering digitization roadmaps, automated cloud infrastructure, application development platforms, and Big Data platform optimization. With approximately 110 professional staff, Neos offers a full range of IT solution architecture including migration to cloud, Big Data, DevOps and Security.

What we offer

The greatest in Neos are our people! Imagine an exciting and stimulating position in a dynamic and multi-cultural environment of IT experts. 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'. We see ourselves as a family who helps each other and develops further together.

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 relationships 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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Find detailed job specs here:
neosit.com/th/career.html