



We're hiring a
**Business Development Director APAC /
Country Manager Thailand (m/f/d)**

to support our Team in Bangkok

Your Role at Neos



Business Development:
Your BD & Sales skills as well as your great network in Thailand and surrounding countries will enable you to continue building our company's brand in the APAC region.



Country Management:
You will be the focal point for daily business, ensuring that all aspects of the business in Thailand operate smoothly in spirit of the Neos culture.



Global Collaboration:
You love working in an international and multi-cultural environment across three global locations.

You at Neos

A significant part of the role will be developing and maintaining senior level relationships and opportunities as well as enabling the sales teams to execute effectively. The role would be ideal for a senior and experienced business development person, preferably with a technical sales background/or a deep understanding of technology, able to discuss and sell strategic IT concepts at C-level. The role is a matrix management role, so the ideal applicant will have experience of working in this way.

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. Find more about our benefits on our website.

- Implementing Neos' strategy and continue building the company's brand in Thailand and surrounding countries
- Actively contribute to the development and execution of strategic plans for company growth locally and globally
- Building the sales pipeline, taking an active role in product positioning and develop both new business and current accounts through business development research to create growth in Sales as well as oversee local Sales, Marketing & projects
- Working with Neos' global and local Marketing to devise promotional campaigns to create brand awareness
- Focal point for daily business, ensuring that all aspects of the business in Thailand operate smoothly
- Taking responsibility for the financial health of the operation in collaboration with the Finance department and ensuring that appropriate financial and auditing systems are implemented
- Maintaining the Neos culture in-country and ensuring an effective and energized working environment to support local and global customers
- Taking responsibility for ensuring that Neos in-country affiliates adhere to all country laws, regulations and cultural guidelines and representing Neos externally with government, statutory / regulatory bodies and business partners
- Supporting the selection and management of Neos' employees, promoting the corporate culture and helping to steer mentoring & development programs

Educational Background:

Tertiary education, preferably with a Master's Degree in a business related subject, with at least five years international business experience, leading multi-cultural teams.

Required skill set:

You will be first and foremost developing the business and be capable of selling IT cloud concepts at C-level in large and small organizations which will include:

- Deep understanding of the IT landscape and the ability to effectively communicate and create understanding of complex IT concepts
- Ability to understand an organisation's challenges and communicate to audiences at all levels how IT can be used to solve them
- A natural leader who inspires and motivates those around them
- A strong understanding of how a business operates and successful candidates will have a proven track record demonstrating their understanding and business acumen
- Experience of working effectively with agile teams in a multicultural, role based organization
- Regional expertise – applicants must also possess a good understanding of Thailand's politics to be able to ensure compliance with laws and regulations
- Strategic planning – another key part of this role is using research to develop local brand development strategies (in line with global initiatives) and implement them to drive awareness and sales in the region
- Exceptional interpersonal skills at all levels, including people-management, leadership and both written and verbal communication skills. The company's main language is English, therefore very good verbal and written English is a prerequisite, Thai language skills (mother tongue or conversational) are highly desirable
- Ability to thrive in high-pressure situations and outstanding negotiating skills



Are you ready to join the Neos family?

If you believe you are the right person, please send your application via e-mail to
Julia Haege!

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Find more info here:
neosit.com/th/career.html