



We're looking for a  
**Solution Sales Executive (m/f/d)**  
to support our Team in Bangkok

## About Neos

Neos, headquartered in Munich (Germany), is a globally trusted Managed Service Provider using technology innovatively to enable businesses' digital needs. We offer a full suite of products and solutions around private and public cloud, from advisory and implementation through operations and continuous improvement. Competencies include Big Data, DevOps, Modern Workplace and Workload Migration, including infrastructure and application management, cloud infrastructure enablement and application development platforms. Neos provides state-of-the-art services through an ecosystem of partners like Microsoft Azure, Google Cloud, AWS and Oracle Cloud for public cloud as well as technology and business partners.

Neos' clients include large enterprises in the areas of telecommunications, travel, hospitality and e-commerce. Neos aims to be the trusted technology partner of choice for organizations requiring specialized assistance to transition into, and operate, their IT in the digitized world. We create efficient teams of multi-skilled technology evangelists and innovators, who apply their experience in high-availability environments, to provide agile solutions. High ethical standards are an integral part of our business. Our teams identify with, and own responsibility for, their contribution to sustainable business success, which includes the environments in which we operate.

## Your Principal Tasks

We are seeking a bright, imaginative and dedicated Solutions Sales Executive with a passion to understand the potential customer business and build a 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 Solutions Sales Executive 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.

## Your Profile

You show “just do it” attitude and have a strong personal drive to achieve the set goals. In addition, the following characteristics distinguish you:

### Academic background:

Bachelor degree or higher in Business Administration or Marketing

### Professional Experience:

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

### Required skill set

- Background, knowledge or relevant experience on Hybrid Clouds/Multi-Clouds sales discipline.
- Experience with AWS, Microsoft Azure, Google Cloud.
- Mastering the sales pipeline from the first contact to the closure of the deal.
- Excellent interpersonal skills as well as problem solving, analytical, negotiation, presentation, and communication skills.
- 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.
- Excellent oral and written Thai and English language skills

## 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, to work in multiple areas in a fun, relaxed and 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. In addition you will profit from the following benefits.



Modern tech stack & projects



International environment & flat hierarchies



Family friendly flexible work hours



Work-life balance (home & remote office)



Competitive Salaries



Training & development



Company assets (Phone, PC, etc...)



Fun, Events & Beer O'Clock



Darts & Kicker



Train station nearby & free parking spaces



Food & drinks



Medical insurance & Company pension scheme

\*Benefits may differ for each location

Neos is an equal opportunity workplace and especially proud of the multi-cultural working environment. We are committed to equal employment opportunity regardless of colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability or gender identity. If you have a disability or special need that requires accommodation, please let us know.

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



Neos IT Services Co. Ltd.  
89 AIA Capital Center, 11th Floor Unit 1105  
Ratchadapisek Road  
Dindaeng, Bangkok 10400

Tel.: +66 2017 0500  
[achita.tepworrawut@neosit.com](mailto:achita.tepworrawut@neosit.com)

Here you can find more info about the work life at Neos:  
[neosit.com/th/career.html](https://neosit.com/th/career.html)