

Skywave Technologies

<https://skywavetechnologies.com/careers/business-development-officer/>

Business Development Officer

Description

- Create business opportunities by identifying suitable potential customers on a daily basis
- Constantly increase our customer base by closing new business deals, projects and annual IT service contracts
- Prepare attractive sales presentations and campaigns
- Arrange appointments, meet with potential clients and present our services competently
- Establish contacts in professional networks; participate in networking events
- Providing valuable proposals and technical concepts in close collaboration with the technical teams

Responsibilities

- Any Nationality, European background is an advantage
- Bachelor Degree in Business Administration, Communication, Sales Engineering or related field
- At least 3 years of experience in an international Sales Executive role in **Thailand**, ideally IT and Computer Science
- **Perfect Presentation Skills** based on authenticity and a genuine interest in customers' needs
- Great communication skills – able to understand technical concepts and explain them well to non-technical customers
- Excellent Knowledge of reliable sales planning & sales cycle
- Excellent Knowledge of MS Office / Word, Excel, Powerpoint
- Enjoying interaction with customers and colleagues in a multicultural, English-speaking environment
- Out-going, cheerful personality that fits into an enthusiastic, dynamic team
- **Fluent in English on professional level, written and spoken is a MUST**

Contacts

Skywave Technologies offers attractive remuneration, flexible working hours, WFH days and a great team work experience to the right candidate.

Interested candidates are invited to forward their application letter with detailed resume, references, last salary, expected salary and recent color photograph **BY EMAIL** to: careers@skywavetechnologies.com

Only complete applications with salary expectation can be considered!

Hiring organization

Skywave Technologies (Thailand) Co., Ltd.

Employment Type

Full-time

Job Location

42 Tower, Unit 302, 3rd Fl., 65, Soi Sukhumvit 42 (Kluaynumthai), Sukhumvit Road, Prakanong, Klongtoey, 10110, Bangkok, Thailand

Date posted

September 11, 2025 4 weeks