

# Skywave Technologies

<https://www.skywavetechnologies.com/careers/technical-pre-sales-executive/>

## Technical Pre-Sales Executive

### Main Responsibilities

- Closely communicate with Clients from the first inquiry until successful project sign off
- Work with Sales colleagues and technical teams to ensure best project results, translate business requirements into technical specifications
- Gather & Understand clients' business requirements, create specification documents, design solutions, coordinate projects between Sales & Technical teams to ensure deliveries in line with customers' expectations
- Enjoy clear communication and solution presentations in client meetings
- Ensure Customer satisfaction, project documentation and reports for customers
- Maintain close and competent communication with all stakeholders to ensure project specifications are clear and implemented correctly
- Be "hands-on" in all project aspects, ideally with high level technical expertise in Software Development and Support, share ideas and expertise with technical teams
- Contribute to reliable estimates of scope of work and timelines, based on RFPs and requirements analysis
- Manage a successful, smooth and close communication with international clients with a proactive, consultative approach; able to present and explain technical concepts to non-technical clients

### Requirements

- Thai or European Nationality
- Academic Degree in Computer Science, Software Engineering, B.A., IT Management or related field
- At least 5 years of experience in a similar role
- Excellent skills in business analytics and gathering customers' requirements
- Diligent in estimation, solution designs
- Ability to share knowledge, create awareness and communicate efficiently incl excellent presentation skills
- 24/7 service-minded, proactive and able to competently represent our services, establish strong client relationships from first contact
- Outstanding communication skills, enjoying interaction with customers and colleagues in a multicultural environment
- Fluent in English and Thai on professional level, written and spoken is a **MUST**

### Hiring organization

Skywave Technologies (Thailand) Co., Ltd.

### Job Location

Bangkok