

ServiceNow Director Candidate #1

Current Role

****Country Manager, Thailand and Indochina****
Nexus Digital Works (Enterprise Cloud Software)
Jun 2022 – Present (4 years 3 months)
Bangkok, Thailand

Profile Overview

Experienced enterprise software executive with 20+ years of progressive leadership across sales, digital transformation, and country management. Currently leading Nexus Digital Works' overall business strategy, revenue growth, customer success, and market expansion across Thailand and Indochina. Leads a cross-functional organization spanning Sales, Solution Consulting, Customer Success, Marketing, Professional Services, and Partner Ecosystem teams.

Experience History

Nexus Digital Works – Country Manager, Thailand and Indochina (Jun 2022 – Present)
– Responsible for driving overall business strategy, revenue growth, customer success, and market expansion across Thailand and Indochina
– Leads cross-functional organization: Sales, Solution Consulting, Customer Success, Marketing, Professional Services, Partner Ecosystem
– Develops and executes country go-to-market strategies and growth plans
– Builds executive relationships with CEOs, CIOs, CTOs, and Board-level stakeholders
– Drives enterprise sales, customer success, and strategic account expansion
– Grows and enables partner ecosystem including global and local system integrators
– Leads territory planning, pipeline governance, forecasting, and operational excellence
– Recruits, coaches, and develops high-performing teams

Nexus Communications Platform – Managing Director, APAC (Feb 2021 – May 2022)
– Led senior sales team to achieve individual and organizational quotas
– Built strategic partnerships and ecosystem to support business growth
– Identified and executed strategy for key industry solutions to drive rapid growth and market penetration

Horizon CRM Systems – Regional Sales Director, Enterprise and General Business (Mar 2018 – Feb 2021)
– Led senior sales team in achieving quotas across enterprise and general business segments
– Built strategic partnerships and ecosystem for business growth
– Collaborated with internal resources from regional to support local key deals
– Onboarded, coached, and motivated talented individuals for career development

Horizon CRM Systems – Commercial Sales Manager, ASEAN (Sep 2014 – Feb 2018)
– Helped customers transform and improve business operations onto cloud platform
– Developed and managed relationships within commercial segment
– Managed complex sales cycles and presented to C-level executives
– Generated new business in new accounts and expanded footprint in existing customers

BluePeak Technologies – Cloud and Smarter Infrastructure Country Leader, Thailand (Jan 2013 – Aug 2014)
– Led Thailand's Cloud & Smarter Infrastructure business, driving revenue growth
– Managed cross-functional teams: sales, technical sales, channel teams
– Developed robust partner ecosystem for customer acquisition and market reach
– Collaborated with C-level executives in enterprise, telecom, and public sectors on IT transformation

BluePeak Technologies – Advisory Software Sales Specialist, Thailand (May 2011 – Dec 2012)
– Drove enterprise software sales across Government, Telecom, and Large Enterprise accounts
– Identified and developed complex business opportunities
– Partnered with customers and internal stakeholders for strategic solutions

HospitalityTech Solutions – Software Specialist (Jan 2001 – Dec 2005)

- Implemented and supported enterprise software solutions for hospitality clients
- Conducted requirements analysis and system configuration
- Delivered user training and post-implementation support
- Collaborated with customer business teams to enhance operational efficiency

Education

- (University information redacted for anonymity)

Skills

Artificial Intelligence (AI), Digital Transformation, Executive Leadership, Enterprise Sales, Partner Ecosystem Development, Strategic Planning, Team Leadership, Public Sector

Why This Candidate Qualifies

- ****Regional Exposure:**** Manages Thailand and Indochina as Country Manager with regional APAC scope
- ****ServiceNow Ecosystem:**** Currently leads a ServiceNow-related enterprise cloud software business with direct understanding of the platform's value proposition
- ****Enterprise Sales Leadership:**** 20+ years of progressive enterprise software sales leadership
- ****Executive Relationships:**** Proven track record building C-level and Board-level relationships
- ****Partner Ecosystem:**** Extensive experience growing and enabling partner ecosystems
- ****Digital Transformation:**** Deep expertise in driving digital transformation across industries