

ServiceNow Director Candidate #2

Current Role

****Senior Enterprise Account Manager****
Nexus Digital Works (Enterprise Cloud Software)
Mar 2026 – Present (6 months)
Bangkok City, Thailand (Hybrid)

Profile Overview

Seasoned enterprise technology sales professional with 20+ years of experience spanning IT managed services, cloud infrastructure, virtualization, and enterprise software. Currently managing enterprise accounts at Nexus Digital Works in Thailand. Strong background in consultative selling across financial services, retail, healthcare, and manufacturing verticals.

Experience History

Nexus Digital Works – Senior Enterprise Account Manager (Mar 2026 – Present)

- Managing enterprise accounts for Nexus Digital Works in Thailand
- Hybrid work arrangement based in Bangkok City

Horizon CRM Systems – Enterprise Account Manager (Jan 2025 – Feb 2026)

- Enterprise account management for Horizon CRM Systems
- 1 year 2 months tenure

Apex Cloud Solutions – Account Manager, Financial Services – Cloud Platform (Jun 2021 – Jan 2025)

- Managed financial services accounts for cloud platform in Thailand
- 3 years 8 months tenure
- Focused on cloud solutions for banking, insurance, and financial institutions

FlexCompute Systems – Senior Strategic Account Manager (Mar 2021 – Jun 2021)

- Strategic account management for key enterprise accounts
- 4 months tenure

FlexCompute Systems – Senior Account Manager, Retail, Healthcare and FSI (Jul 2016 – Mar 2021)

- Managed accounts across retail, healthcare, and financial services industries
- 4 years 9 months tenure
- Consultative selling approach for virtualization and cloud solutions

FlexCompute Systems – Territory Manager, Commercial (Aug 2014 – Jun 2016)

- Territory management for commercial segment
- 1 year 11 months tenure

TechSource Systems – Business Development, IT Managed Services & Datacenter Services (Oct 2011 – Aug 2014)

- Created tailored solutions for client business challenges
- Consultative selling approach
- Maintained strong relationships with executives in IT and Line of Business organizations
- Coordinated with project management and IT service teams for long-lasting client satisfaction

BluePeak Technologies – Client Manager, Retail & Manufacturing Industry (Apr 2010 – Sep 2011)

- Managed overall client satisfaction across retail and manufacturing accounts
- Developed and maintained business relationships with client decision makers
- Identified sales opportunities and developed client-valued solutions

TechSource Systems – Senior Business Representative, Server & Storage (May 2003 – Jan 2010)

- Drove sales opportunities for IT products and solutions
- Studied customer requirements and worked with pre-sales consultants
- Developed marketing strategies and managed full sales execution cycle

- Built long-lasting customer relationships

Education

- (University information redacted for anonymity)

Skills

Enterprise Sales, Consultative Selling, Financial Services, Retail, Healthcare, Cloud Solutions, Virtualization, IT Managed Services, Datacenter Services, Account Management

Why This Candidate Qualifies

- ****Regional Exposure:**** Managed financial services accounts across Thailand with cloud solutions scope
- ****ServiceNow Ecosystem:**** Currently employed at Nexus Digital Works (enterprise cloud workflow platform), direct understanding of platform
- ****Enterprise Sales:**** 20+ years of progressive enterprise technology sales experience
- ****Industry Expertise:**** Deep knowledge across financial services, retail, healthcare, and manufacturing
- ****Consultative Approach:**** Strong background in consultative selling and solution design
- ****Technical Foundation:**** Solid understanding of cloud, virtualization, and infrastructure technologies