

ServiceNow Director Candidate #9

Current Role

****Strategic Account Director****

Nexus Digital Works (Enterprise Cloud Software)

Dec 2021 – Present (4 years 8 months)

Bangkok City, Thailand

Profile Overview

Seasoned sales and business development leader with 25+ years of professional experience spanning financial services, IT hardware, IT services/outsourcing, SaaS, cloud, and enterprise software. Currently Strategic Account Director at Nexus Digital Works. Previously held sales management roles at major cloud, SaaS, and enterprise technology companies and financial institutions. Consistent career progression from entry-level to director-level strategic account leadership.

Experience History

Nexus Digital Works – Strategic Account Director (Dec 2021 – Present)

- Strategic account leadership for enterprise cloud software
- Director-level role in sales and business development
- Thailand

Apex Cloud Solutions – ASEAN Connect Sales Specialist (Dec 2020 – Nov 2021)

- Sales specialist for ASEAN Connect program
- Bangkok, Bangkok City

ConnectPoint Software – Thailand Country Sales Manager (Mar 2016 – Dec 2020)

- Country sales manager for Thailand
- Manager-level role in sales and business development
- Praised by colleagues as "one of the best I have ever seen working in this field"

DataCore Systems – Sales Manager (May 2015 – Feb 2016)

- Sales manager for enterprise data systems in Bangkok
- Manager-level role

Elite Systems Inc. – Sales Manager (Apr 2014 – May 2015)

- Sales manager for enterprise hardware in Bangkok
- Manager-level role

Meridian IT Services – Business Development Manager (Jul 2009 – Mar 2014)

- Promoted to Business Development Lead
- Primary owner for all sales and marketing KPIs
- Led telesales engine for the organization
- Led development of new products and services GTM strategies
- Grew overall revenue by 15% CAGR with strong focus in renewal and add-on revenue
- Achieved 92% renewal rate, top 3 in Bangkok
- Acquired 9 new strategic customers over 2 years

Meridian IT Services – Sales & Marketing (Jan 2006 – Jul 2009)

- Sales and marketing role at IT services firm

Global Trading Partners – Sales Coordinator (Apr 2001 – Dec 2005)

- Process owner for import and export business
- Drove positive working experience between suppliers, customers, and company
- Close monitoring of personnel movement within customer organizations

Siam Commercial Bank – Business Development Officer (Jan 1998 – Mar 2001)

- Officer-in-charge of handling foreign clients
- Identification and acquisition of new clients
- Upsell of banking services to existing clients
- Awarded "Innovative Employee of the Year"

Siam Commercial Bank – Customer Service Officer (Jan 1997 – Dec 1997)

- Entry-level customer service role

SecureLife Insurance Co., Ltd – Secretary (Mar 1992 – Jun 1992)

- Administrative role

Education

- **Bachelor Degree** – Bangkok University (1994–1995)

Skills

Strategic Account Management, Enterprise Sales, SaaS, Cloud Solutions, Financial Services, Business Development, Sales Leadership, GTM Strategy, Renewal Management, Customer Acquisition

Why This Candidate Qualifies

- **Regional Exposure:** Managed ASEAN Connect sales and strategic accounts across Thailand and broader region
- **ServiceNow Ecosystem:** Currently Strategic Account Director at Nexus Digital Works (enterprise cloud workflow platform)
- **Enterprise Sales Leadership:** 25+ years of progressive sales leadership from entry-level to director
- **Industry Expertise:** Deep experience across financial services, IT hardware, cloud, and SaaS
- **Proven Results:** 15% CAGR revenue growth, 92% renewal rate, 9 new strategic customers
- **Financial Services Background:** Started career at major commercial bank