



BONFIRE GATHERING

Igniting passion and growing the game ecosystem in Thailand.

Job Description

Job Title: Sale Specialist (Cloud & IT Solution)

Location: Rama 3, Bangkok (Onsite)

Reports To: Business Unit Lead

Job Type: Full-Time

About Us:

BONFIRE GATHERING is a new and dynamic player in the game industry, led by Oat Pramote Pathan, committed to delivering immersive gaming experiences to Thai players. We are dedicated to fostering innovation and creativity in the world of gaming. At BONFIRE GATHERING, we value passion, teamwork, and a relentless pursuit of excellence.

Beyond gaming, we are expanding into a full digital ecosystem that spans software house and enterprise solution development, commercial web and mobile applications, cloud and infrastructure services, data and analytics platforms, as well as automation tools and internal productivity systems. Our goal is to build technology that empowers both our players and our partners across multiple industries.

We are currently seeking talented and enthusiastic individuals to join our team and contribute to our mission. Whether you're passionate about gaming or driven to build impactful digital products, we encourage you to explore the exciting career opportunities with us. Join us in creating memorable experiences, developing innovative solutions, and pushing the boundaries of what's possible in the digital world.

Job Summary:

We are seeking a highly motivated and results-driven Sales Specialist to join our team and drive business growth across both in-house products and external client solutions. In this role, you will work closely with cross-functional teams—including engineering, product, and project management—to understand client needs, craft tailored solutions, and deliver high-value technology offerings across gaming, commercial, and enterprise sectors. You will play a key role in shaping proposals, presenting solutions, and ensuring a seamless alignment between client requirements and technical capabilities. Your business acumen, problem-solving skills, and commitment to building strong client relationships will be



instrumental in expanding our digital ecosystem and driving success across multiple industries.

Key Responsibilities:

Sales & Business Development

- Identify and pursue new sales opportunities for software development, cloud services, and IT solutions.
- Develop and nurture relationships with Small and Medium-sized Businesses, enterprise, and startup clients.
- Conduct sales presentations, solution positioning, and product/service demos.
- Maintain a healthy sales pipeline and deliver accurate forecasting.

Solution Selling

- Understand client requirements and translate them into actionable solution scopes.
- Collaborate with technical teams to build solution proposals, cost structures, and timelines.
- Position BONFIRE offerings, including:
 - Cloud reseller packages e.g., Tencent Cloud, etc.
 - Cloud migration, setup, and optimization
 - Custom web/mobile development
 - Enterprise systems and automation tools

Cloud Reseller & IT Solution Sales

- Promote and manage cloud service sales including subscription plans, cloud credits, renewals, and billing support.
- Advise clients on cloud selection, cost optimization, and architectural considerations (with engineering support).
- Coordinate closely with cloud partners and vendors.

Account Management

- Maintain long-term relationships with existing customers and identify upsell or cross-sell opportunities.
- Follow up after project delivery to ensure satisfaction and future collaboration.



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- Serve as the main client point-of-contact during pre-sales and handover phases.

Collaboration & Internal Coordination

- Work closely with Project Managers, Tech Leads, and Cloud Engineering teams to ensure accurate proposals and successful project delivery.
- Participate in internal strategy meetings to refine offerings and market approach.

Documentation & Reporting

- Prepare sales documents, proposals, presentations, and quotations.
- Maintain CRM records and provide regular sales reports to management.

Qualifications:

- At least 2 years of experience in IT sales, software solution sales, or cloud/technology sales.
- Strong understanding of software development services and cloud technologies.
- Experience selling to both small and medium-sized businesses and enterprise clients.
- Ability to translate technical requirements into business proposals.
- Excellent communication, negotiation, and presentation skills.
- Self-driven, target-oriented, and comfortable working in a fast-paced environment.
- Good command of Thai and English. (Chinese is a plus).

Good to have:

- Experience selling Tencent Cloud, AWS, GCP solutions.
- Knowledge of modern cloud concepts: compute, storage, networking, security, cost optimization.
- Familiarity with software or cloud migration projects.
- Existing client network in tech, corporate IT, or startup ecosystems.
- Experience in software house environments.
- Basic technical understanding of APIs, SaaS, or backend/frontend development.

Office Location and Hours:

- Yan Nawa, Rama 3, Bangkok (BRT Wat Dan) – Parking available
- 10:00 AM - 7.00 PM, Monday to Friday (Onsite)



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Why BONFIRE GATHERING?

At BONFIRE GATHERING, you'll join an innovative and fast-growing team that blends gaming creativity with modern digital solution development. Whether you're building systems that support our games or delivering high-impact software for external partners, you will be part of a collaborative, agile environment that values ownership, problem-solving, and continuous improvement. Here, your work directly contributes to shaping both our gaming experiences and our expanding digital ecosystem—ranging from commercial applications to enterprise platforms and cloud-driven solutions. If you are passionate about creating meaningful technology, driving impactful projects, and growing with a company that pushes the boundaries of what's possible across multiple industries, we encourage you to apply. **Apply today by sending an email to career@bonfiregathering.com with your resume and portfolio attached. Please include your expected salary in your application.**