



JAC Recruitment

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Indonesia

## PR/122842 | Sales Manager

### Job Information

**Recruiter**[JAC Recruitment Indonesia](#)**Job ID**

1538092

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

May 1st, 2025 20:10

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**RESPONSIBILITIES:**

- Responsible for business development, prospecting new sales in IAM solutions including 2FA Strong Authentication, Single Sign-On solutions and Mobile Application Shielding solutions
- Focus on new market development - mainly FSI followed by Government and large enterprises in Indonesia.
- Develop, execute an effective customer / channel strategy through direct engagement and relationship to generate new account sales across territory. Adaptable to different selling scenarios to gain market share.
- Take the lead with channel partners, system integrators in meeting end customers decision makers in qualifying opportunities i.e. get buy-in for propose solutions, coordinate sales proposal submission and managing end to end sales cycle until sales closure.
- Driving and managing sales leads generation activities to develop robust and sustainable sales pipelines meeting personal and team quotas assigned. Ability to work individually and as a team

- Coordinate support of pre-sales, implementation and service resources (both internal and external partners) for all aspects of sales and project delivery related activities as needed.

#### REQUIREMENTS:

- Bachelor's Degree or Diploma required.
- At least 5 years' IT software and/or services sales experience with a proven track record in direct enterprise sales/ channels (Enterprise security solutions preferred)
- Previous experience in enterprise security software solutions sales with specialization in IAM, 2FA Strong Authentication (etc. OKTA, OneSpan, Thales, One Login) and Single Sign-On Solutions or others (eg. OKTA; Ping Identity, IBM TAM), Mobile application security solutions and cryptographic solutions will be a plus.
- Good track record in direct engagement with and managing end customers (good industry contacts) and channel partners in end to end solution selling and consulting services is preferred.
- Strong problem resolution with good relationship management, analytical and negotiation skills.
- Excellent communication, interpersonal and presentation skills with a can do attitude.
- Regional selling experience, prior experience in selling similar vendor solutions will be an added advantage

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#### Company Description