



JAC Recruitment

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Indonesia

PR/122842 | Sales Manager

Job Information

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

1541695

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

July 1st, 2025 03:00

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

Company Description