



JAC Recruitment

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Indonesia

## PR/122988 | Business Development Advisor (IT)

### Job Information

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

1542470

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

June 10th, 2025 01:00

### 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

**Job Responsibilities:**

- Identity, evaluation, and Deep engagement with Target potential companies for acquisition opportunities in the IT sector
- Creating an IT collaboration hypothesis in depth with the potential companies.
- Conducting PoCs in some cases, communicating with the Japan team.
- Retrieving detailed and on-the-ground info of the target companies, using connections.
- Support the preparation of Proposals for additional IT business development.
- Deeper company analysis and negotiations in the DD phase etc.,

**Qualifications:**

- Must have experience in System Integration/cyber security business in Indonesia/Southeast Asia countries for around 10 years (as a business development/management/sales/pre-sales)
- Strong understanding of IT business models and market dynamics
- Excellent interpersonal and communication skills in English at the business level

- Must have minimal Finance knowledge such as analyzing Financial statements.
- Connections and relationships with some of the core IT companies in the IT industry.
- Experience in doing business with Telcos/BFSI/Healthcare/SOEs.

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## Company Description