



PR/123076 | Sales Cloud (AWS)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1553267

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

July 29th, 2025 10:36

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

We are currently seeking a passionate and results-oriented individual to join our clients' dynamic Sales team. If you have a passion for building relationships, understanding client business needs, and delivering innovative technology solutions especially in Cloud Solutions (AWS), we want to hear from you!

Key Responsibilities:

- Identify, develop, and manage a portfolio of existing and new clients from various industries.
- Build and maintain strong, long-term relationships with both prospective and existing clients.
- Collaborate closely with Technical teams to prepare relevant and competitive solution proposals.
- Negotiate contracts and ensure the achievement of assigned sales targets.
- Prepare regular sales reports, market analysis, and forecasts.

- Stay updated with cloud technology trends (especially AWS) to enrich knowledge and sales strategies.

Qualifications:

- Bachelor's degree in IT, Information Systems, Management, or a related field.
- Min. 2-4 years' experience as Sales Specialist/Consultant in the IT or a software/cloud company.
- Excellent communication, presentation, and negotiation skills.
- Good fundamental understanding of AWS Cloud concepts and its related issues.
- Proficiency in English (both verbal & written).
- Experienced interacting with clients in banking, insurance, or SAP (various) sectors will be a plus.
- Holds AWS Cloud Practitioner, Solutions Architect certifications will be a significant advantage.

Why Should You Apply to this Position?

- Opportunity to work with cutting-edge technology solutions on the AWS platform.
- Continuous training and development programs with AWS Principals.
- Attractive compensation package (basic salary, commission, allowances) commensurate with performance and experience.
- Exposure to engaging with leading corporate clients in Indonesia.
- A dynamic, collaborative, multi-cultural, and professional growth-oriented work environment.

#LI-JACID

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Company Description