



インドネシアの求人なら
JAC Recruitment Indonesia

PR/123226 | Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1561395

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Hong Kong

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 11:01

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Duties:

- To achieve defined sales/target revenue and profit objectives pertaining to the sale of
- Network and Internet Solutions to enterprise market, including equipment and services selling;
- To assist Sales Team on daily sales activities;
- Generate new leads & convert to sales and work on existing leads to convert to sales;
- To maintain existing client base & be proactive in developing new customers
- To keep abreast of technologies & market trends and carry out business trend and market opportunity analysis;
- Work closely with Sales Team & Technical Team to achieve greater team work on sales activities;
- Work closely with Technical team to accomplish Project Manager & Project Delivery activities;
- Drive all sales activities including customer visit, lead the pre-sales engineer to deliver technical presentations, demonstrations and proof of concept to customers;
- Manage and liaise with various technology partners and suppliers to optimize solution effectiveness in cost, implementation schedule and risk;
- Maintain good relationship with customer team for development of sales opportunities;
- Other responsibilities as assigned.

Job Requirements:

- Degree holder
- Minimum 2-3 years of working experience preferably in IT, Telecom and Internet business fields
- Experience in selling networking or security solutions is desirable

- Market savvy and ability to identify viable business leads
- Good interpersonal skills with excellent presentation & negotiation skills
- Aggressive, Energetic, creative, persistent & resourceful
- Goal oriented with strong ability to influence
- Good command of written and spoken English;

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.co.id/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.id/terms-of-use>

Company Description