PR/123371 | Presales Manager (BFSI / Cloud Services)

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1566037

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
March 10th, 2026 15:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Responsibilities

- Collaborate with enterprise clients in banking, insurance, and financial services to identify industry-specific requirements, including compliance, uptime, security, and data sovereignty.

- Develop tailored IT infrastructure and cloud architectures that ensure high availability, disaster recovery, regulatory compliance (e.g., PDP, local financial regulations), and robust data protection.

- Facilitate technical discussions and discovery sessions with CTOs, CIOs, infrastructure leaders, and compliance officers to align solutions with strategic business and IT objectives.

- Prepare comprehensive technical proposals, solution designs, and cost models that address the complexity and compliance needs of financial institutions.

- Provide guidance on secure architectures and assist in creating technical documentation for internal audits and regulatory submissions.

- Lead PoC initiatives and demonstrations to validate performance, security, and scalability under financial-grade workloads.

- Partner with sales, delivery teams, cloud architects, and risk management to ensure seamless solution implementation and handover.

- Share insights on digital transformation trends in financial services, including hybrid cloud adoption, legacy modernization, and secure cloud migration strategies.

Requirements

- Minimum **5 years** in a pre-sales or solution architecture role, with at least **3 years** supporting financial services clients.

- Strong technical expertise in IT infrastructure: servers, storage, networking, virtualization, and security.

- Proven experience in project management as a Project Manager and related roles.

- Experience in designing and selling cloud solutions (AWS, Azure) is a plus.

- Familiarity with financial industry regulations and standards.

- Excellent presentation and communication skills; ability to simplify complex concepts for non-technical stakeholders.

- Demonstrated ability to manage multi-stakeholder enterprise deals, including technical deep dives and executive-level briefings.

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Company Description