

PR/123930 | Enterprise Sales (AWS Cloud Solutions)

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1602998

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 02:00

General Requirements

Minimum Experience Level
Over 3 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

Job Title: Sales Executive (Cloud Solutions)
Location: Jakarta, Indonesia

We are looking for a motivated Sales Executive to drive business growth and develop new customer opportunities in AWS Cloud Solutions company. The ideal candidate has experience in technology sales, preferably from AWS cloud solutions, system integration, or managed services, with a strong ability to build relationships and close deals.

Key Responsibilities

- Develop and manage new business opportunities across enterprise and commercial customers.
- Identify customer needs and propose suitable cloud (AWS) solutions.
- Build and maintain strong relationships with clients and key stakeholders.
- Manage the full sales cycle from prospecting to negotiation and deal closure.

- Collaborate with technical and delivery teams to develop customer solutions.
- Prepare and deliver sales presentations, proposals, and commercial quotations.
- Stay updated on market trends, cloud technologies, and competitive offerings.

Requirements

- Bachelor's Degree in Information Technology, Business, Marketing, or a related field.
- Minimum 3 - 5 years of experience in IT sales, technology sales, cloud solutions, system integration, or managed services.
- Proven track record in acquiring new customers and achieving sales targets.
- Familiarity with AWS cloud platforms AWS is a strong advantage.
- Strong communication, presentation, negotiation, and relationship-building skills.
- Self-motivated, result-oriented, and able to work independently.
- Good command of English, both written and verbal.

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Company Description