



PR/096056 | Solution Pre-sales

## Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1603091

**Industry**

Digital Marketing

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

August 4th, 2026 02:00

## General Requirements

**Minimum Experience Level**

Over 1 year

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

### Company Overview

A company in the information technology solutions industry is hiring for a Solution Presales position.

### Job Description

- Analyze customer business requirements and propose suitable technology solutions that address their operational needs.
- Prepare and deliver solution presentations, technical documentation, and proof-of-concept (POC) demonstrations.
- Participate in technical discovery sessions, customer meetings, and project kick-offs to ensure successful solution implementation.
- Collaborate with internal teams to hand over projects, coordinate implementation activities, and ensure delivery on

schedule and within budget.

- Resolve technical issues during the proposal and implementation phases while identifying practical solutions to maintain customer satisfaction.
- Support project management activities and contribute to continuous improvement of solution delivery processes.
- Develop and maintain in-depth technical knowledge of business solutions and related technologies.

#### Qualifications

- Bachelor's degree in Computer Science, Information Technology, or a related field, or equivalent practical experience.
- At least 1 year of experience in a pre-sales or post-sales role in IT environment.
- Experience supporting B2B customers or large enterprise clients is preferred.
- Good understanding of computer networks, operating systems, and virtualization technologies.
- Knowledge or experience with DMS, ECM, ERP, CRM, or RPA solutions is an advantage.
- Strong analytical, problem-solving, communication, and presentation skills.
- Fluent English communication skills, including speaking, listening, and writing.
- Relevant technology certifications are a plus.

#LI-JACVN

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