



PR/123989 | Enterprise Sales (Technology Solutions)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1607812

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 11:03

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

We're currently looking for a highly motivated **Enterprise Sales (Tech Solutions)** to join our client team, a fast-growing technology solution in Jakarta. This role is ideal for sales professionals who thrive in hunting new opportunities, managing complex sales cycles, and working with enterprise and multinational customers.

Key Responsibilities

- Acquire new business opportunities within enterprise and corporate accounts.
- Develop account strategies by understanding customer business challenges and proposing relevant technology solutions.
- Build and maintain strong relationships with stakeholders across all levels.
- Manage full sales cycle, from prospecting and qualifying opportunities through proposal development, negotiation, and closure.

- Collaborate with internal solution and technical teams to deliver customer-centric solutions.
- Maintain healthy sales pipeline management, achieve revenue targets, and support commercial administration processes.

Requirements

- Bachelor's Degree in Business, Information Technology, Computer Science, or related field.
- Min. 3 years of B2B sales experience, preferably in technology, digital solutions, IT services, system integration, etc.
- Strong network within enterprise, corporate, or multinational organizations.
- Excellent communication, negotiation, and presentation skills.
- Self-driven, target-oriented, and passionate about business development.
- Ability to work independently while collaborating effectively with cross-functional teams.

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Company Description