

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
November 24th, 2026 01:00

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

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