



Regional Sales Manager – Indonesia | Cybersecurity Solutions

Global Team | High Autonomy | Career Growth

Job Information

Hiring Company

[Stellar Cyber Inc.](#)

Subsidiary

Stellar Cyber

Job ID

1616731

Industry

Software

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Work Hours

会社の規定に準ずる

Holidays

会社の規定に準ずる

Refreshed

October 13th, 2026 09:48

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

None

Other Language

Indonesian - Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

Position Highlights

- Lead sales operations for the Indonesian market, developing commercial strategies, managing distributors and partners, acquiring new customers, and driving revenue growth.
- Join the rapidly expanding cybersecurity industry and help organizations defend against sophisticated threats through advanced AI-powered and automated security solutions.
- Take ownership of market development and channel strategies while advancing your career as a regional sales leader within a global technology company.
- Thrive in a dynamic, startup-like environment that values diversity, collaboration, innovation, and entrepreneurial thinking, with the autonomy to drive business expansion.

Job Description

Join a Fast-Growing Global Cybersecurity Leader Trusted by Industry Giants

Stellar Cyber is a rapidly growing global cybersecurity leader trusted by enterprises, government organizations, and managed security service providers (MSSPs) worldwide.

Approximately 30% of the world's leading MSSPs rely on our platform, and our customer base continues to expand as more organizations recognize the value of next-generation security solutions.

Leveraging cutting-edge AI and automation technologies, we are at the forefront of protecting organizations against increasingly sophisticated cyber threats. Our culture embraces diversity, openness, and collaboration, fostering creativity and innovation while making a meaningful impact on the cybersecurity industry.

To accelerate our continued growth, we are seeking a talented and driven **Regional Sales Manager – Indonesia** who brings a passion for startups, an entrepreneurial mindset, and a strong can-do attitude.

Based in Indonesia, you will play a key role in expanding Stellar Cyber's presence in the local market, building strategic partnerships, and driving sustainable revenue growth.

This is an exciting opportunity to make a significant impact on Stellar Cyber's expansion while building your career within a rapidly growing global team.

Key Responsibilities

- Develop and execute commercial sales strategies for the Indonesian market to drive market penetration and business growth.
- Formulate and implement strategic plans with distributors and channel partners, overseeing channel management and marketing initiatives.
- Develop targeted business plans for specific industry verticals and lead business development activities to expand market opportunities.
- Achieve and exceed assigned sales quotas through new customer acquisition, account development, and revenue growth.
- Take ownership of identifying, developing, and expanding direct sales and partnership opportunities across the assigned territory.
- Build and strengthen relationships with distributors, partners, and customers to support sustainable revenue growth.

Employment Details

Employment Type

Full-time, Permanent

Salary

In accordance with company policy

Working Hours

In accordance with company policy

Work Location

Indonesia

Business Travel

Business travel may be required.

Holidays & Leave

In accordance with company policy

Benefits & Allowances

In accordance with company policy

Required Skills

Essential Requirements

- Ability to develop and maintain in-depth knowledge of Stellar Cyber's products and technologies, competitive solutions,

and industry trends.

Preferred Qualifications

- 3+ years of experience in technology sales, with a proven track record of consistently exceeding sales targets.
- 2–3 years of experience in the cybersecurity industry.
- Experience selling complex solutions in SaaS, PaaS, IaaS, or networking environments is highly desirable.
- Bachelor's degree in a relevant field such as Information Technology, Computer Science, Business, Engineering, or an equivalent qualification.
- Strong technical understanding and the ability to clearly articulate Stellar Cyber's unique value proposition and competitive advantages.
- Excellent communication, organizational, and interpersonal skills.
- Previous experience working in a startup environment is a plus.

Company Description