

PR/124101 | Enterprise Sales (B2B SaaS)

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1616758

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 15:00

General Requirements

Minimum Experience Level
Over 6 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

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???? Jakarta, Indonesia

Dear all, I'm partnering with a rapidly growing global SaaS company expanding in Indonesia and seeking a high-performing **Enterprise Sales** with a proven ability to open new markets, build strategic partnerships, and close complex enterprise opportunities.

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- Drive new customer acquisition and revenue growth within the Indonesian market

- Develop strategic sales plans targeting enterprise and mid-market
- Build strong relationships with key decisionmakers and C-level
- Manage full sales cycle, from prospecting, qualification, negotiation and contract closure
- Collaborate closely with internal team to ensure successful and long-term client success
- Identify market, customer needs, and strategic partnerships that support business growth
- Consistently achieve and exceed sales targets

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- Min. 5 years of B2B SaaS or enterprise software sales experience
- Experienced selling into enterprise/mid-market, especially within project management.
- Strong track record of exceeding sales target and driving business growth
- Experience managing complex sales cycles and engaging senior stakeholders
- Proven hunter mentality with strong prospecting and new business development skills
- Fluent in Bahasa Indonesia and English

Nice to Have

- SaaS, Enterprise Software, ERP, CRM, Workflow Automation, or related tech solutions
- Startup or high-growth technology company experience
- Exposure to industries such as construction, manufacturing, real estate, logistics, or industrial sectors is advantageous

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Company Description