

PR/096327 | Enterprise Solution Sales Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1618504

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:00

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

Company Overview

- A leading global ICT solutions provider specializing in enterprise networking, cloud, data center and digital transformation solutions.

Job Responsibilities

- Drive enterprise solution business growth and support the sales team in winning key projects.
- Engage directly with customers to understand business and technical requirements.
- Design and propose ICT solutions covering networking, data center, cloud and enterprise infrastructure.
- Lead technical discussions, presentations, workshops and solution demonstrations.

- Prepare proposals, quotations, solution architectures and tender documents.
- Support RFQ/RFP/bidding activities and ensure high-quality technical submissions.
- Coordinate with internal teams and partners to deliver competitive and customer-focused solutions.
- Build strong relationships with enterprise customers, partners and key stakeholders.
- Monitor market trends, customer demands and competitor activities to identify new business opportunities.
- Provide leadership and guidance to junior pre-sales and solution engineers.

Requirements

- Bachelor's degree in IT, Telecommunications, Computer Science or related fields.
- 5+ years of experience in ICT pre-sales, solution consulting, technical sales or solution architecture.
- Solid knowledge of enterprise technologies such as Network, Security, Data Center, Server, Storage, WLAN and Cloud solutions.
- Experience supporting enterprise customers, system integration projects or large-scale ICT tenders.
- Strong customer-facing, presentation and stakeholder management skills.
- Commercial mindset with the ability to bridge technical solutions and business needs.
- Good command of English.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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