



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

October 20th, 2026 10:19

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.

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