

PR/124198 | Presales Consultant

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1624005

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:55

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

The Presales Consultant role offers the opportunity to bridge customer business requirements with innovative technology solutions within a dynamic ICT environment. Acting as the bridge between customers and internal teams, this position contributes to the development of tailored solutions that support successful business outcomes.

Responsibilities

- Partner with the sales team to identify customer requirements and propose suitable solutions.
- Conduct technical presentations, solution demonstrations, and Proof of Concept (POC) activities.
- Develop technical proposals, solution architectures, and tender documentation.
- Support RFP/RFQ and bidding processes from a technical perspective.
- Engage with customers to gather business and technical requirements.
- Collaborate with vendors, partners, and internal teams to develop competitive solution offerings.

- Serve as a trusted technical advisor throughout the sales cycle.

Requirements

- Bachelor's Degree in Information Technology, Business, or a related field.
- Minimum 5 years of experience in Presales, Solution Consulting, or related technical customer-facing roles.
- Proven experience supporting POC execution, sales activities, and tender submissions.
- Strong presentation, communication, and stakeholder management skills.
- Hands-on experience or solid knowledge of network security solutions is highly preferred.

About the company
A company in the Information and Communication Technology (ICT) industry, this organisation provides a broad range of technology solutions. Serving a diverse customer base, it focuses on delivering integrated solutions that support business and digital transformation needs.

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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Company Description