



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

## PR/122988 | Business Development Advisor (IT)

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントインドネシア

#### 求人ID

1542470

#### 業種

その他（商社）

#### 雇用形態

正社員

#### 勤務地

インドネシア

#### 給与

経験考慮の上、応相談

#### 更新日

2025年06月10日 01:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### Job Responsibilities:

- Identity, evaluation, and Deep engagement with Target potential companies for acquisition opportunities in the IT sector
- Creating an IT collaboration hypothesis in depth with the potential companies.
- Conducting PoCs in some cases, communicating with the Japan team.
- Retrieving detailed and on-the-ground info of the target companies, using connections.
- Support the preparation of Proposals for additional IT business development.
- Deeper company analysis and negotiations in the DD phase etc.,

#### Qualifications:

- Must have experience in System Integration/cyber security business in Indonesia/Southeast Asia countries for around 10 years (as a business development/management/sales/pre-sales)
- Strong understanding of IT business models and market dynamics
- Excellent interpersonal and communication skills in English at the business level

- Must have minimal Finance knowledge such as analyzing Financial statements.
- Connections and relationships with some of the core IT companies in the IT industry.
- Experience in doing business with Telcos/BFSI/Healthcare/SOEs.

---

会社説明