



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122842 | Sales Manager

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

1549627

業種

ITコンサルティング

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年07月08日 17:21

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

RESPONSIBILITIES:

- Responsible for business development, prospecting new sales in IAM solutions including 2FA Strong Authentication, Single Sign-On solutions and Mobile Application Shielding solutions
- Focus on new market development - mainly FSI followed by Government and large enterprises in Indonesia.
- Develop, execute an effective customer / channel strategy through direct engagement and relationship to generate new account sales across territory. Adaptable to different selling scenarios to gain market share.
- Take the lead with channel partners, system integrators in meeting end customers decision makers in qualifying opportunities i.e. get buy-in for propose solutions, coordinate sales proposal submission and managing end to end sales cycle until sales closure.
- Driving and managing sales leads generation activities to develop robust and sustainable sales pipelines meeting personal and team quotas assigned. Ability to work individually and as a team

- Coordinate support of pre-sales, implementation and service resources (both internal and external partners) for all aspects of sales and project delivery related activities as needed.

REQUIREMENTS:

- Bachelor's Degree or Diploma required.
- At least 5 years' IT software and/or services sales experience with a proven track record in direct enterprise sales/channels (Enterprise security solutions preferred)
- Previous experience in enterprise security software solutions sales with specialization in IAM, 2FA Strong Authentication (etc. OKTA, OneSpan, Thales, One Login) and Single Sign-On Solutions or others (eg. OKTA; Ping Identity, IBM TAM), Mobile application security solutions and cryptographic solutions will be a plus.
- Good track record in direct engagement with and managing end customers (good industry contacts) and channel partners in end to end solution selling and consulting services is preferred.
- Strong problem resolution with good relationship management, analytical and negotiation skills.
- Excellent communication, interpersonal and presentation skills with a can do attitude.
- Regional selling experience, prior experience in selling similar vendor solutions will be an added advantage

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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会社説明