



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

1549664

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07月08日 17:22

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.

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会社説明