



## PR/123076 | Sales Cloud (AWS)

### 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

1553267

#### 業種

ITコンサルティング

#### 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29日 10:36

### 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

We are currently seeking a passionate and results-oriented individual to join our clients' dynamic Sales team. If you have a passion for building relationships, understanding client business needs, and delivering innovative technology solutions especially in Cloud Solutions (AWS), we want to hear from you!

#### Key Responsibilities:

- Identify, develop, and manage a portfolio of existing and new clients from various industries.
- Build and maintain strong, long-term relationships with both prospective and existing clients.
- Collaborate closely with Technical teams to prepare relevant and competitive solution proposals.
- Negotiate contracts and ensure the achievement of assigned sales targets.
- Prepare regular sales reports, market analysis, and forecasts.

- Stay updated with cloud technology trends (especially AWS) to enrich knowledge and sales strategies.

**Qualifications:**

- Bachelor's degree in IT, Information Systems, Management, or a related field.
- Min. 2-4 years' experience as Sales Specialist/Consultant in the IT or a software/cloud company.
- Excellent communication, presentation, and negotiation skills.
- Good fundamental understanding of AWS Cloud concepts and its related issues.
- Proficiency in English (both verbal & written).
- Experienced interacting with clients in banking, insurance, or SAP (various) sectors will be a plus.
- Holds AWS Cloud Practitioner, Solutions Architect certifications will be a significant advantage.

**Why Should You Apply to this Position?**

- Opportunity to work with cutting-edge technology solutions on the AWS platform.
- Continuous training and development programs with AWS Principals.
- Attractive compensation package (basic salary, commission, allowances) commensurate with performance and experience.
- Exposure to engaging with leading corporate clients in Indonesia.
- A dynamic, collaborative, multi-cultural, and professional growth-oriented work environment.

#LI-JACID

**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