



インドネシアの求人なら
JAC Recruitment Indonesia

PR/123226 | 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

1561395

業種

ITコンサルティング

雇用形態

正社員

勤務地

香港

給与

経験考慮の上、応相談

更新日

2025年12月23日 11:01

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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 Duties:

- To achieve defined sales/target revenue and profit objectives pertaining to the sale of
- Network and Internet Solutions to enterprise market, including equipment and services selling;
- To assist Sales Team on daily sales activities;
- Generate new leads & convert to sales and work on existing leads to convert to sales;
- To maintain existing client base & be proactive in developing new customers
- To keep abreast of technologies & market trends and carry out business trend and market opportunity analysis;
- Work closely with Sales Team & Technical Team to achieve greater team work on sales activities;
- Work closely with Technical team to accomplish Project Manager & Project Delivery activities;
- Drive all sales activities including customer visit, lead the pre-sales engineer to deliver technical presentations, demonstrations and proof of concept to customers;
- Manage and liaise with various technology partners and suppliers to optimize solution effectiveness in cost, implementation schedule and risk;
- Maintain good relationship with customer team for development of sales opportunities;
- Other responsibilities as assigned.

Job Requirements:

- Degree holder
- Minimum 2-3 years of working experience preferably in IT, Telecom and Internet business fields
- Experience in selling networking or security solutions is desirable

- Market savvy and ability to identify viable business leads
- Good interpersonal skills with excellent presentation & negotiation skills
- Aggressive, Energetic, creative, persistent & resourceful
- Goal oriented with strong ability to influence
- Good command of written and spoken English;

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会社説明