



## PR/123371 | Presales Manager (BFSI / Cloud Services)

### 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

1566037

#### 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

2026年03月24日 02:00

### 応募必要条件

#### 職務経験

6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

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

#### Responsibilities

- Collaborate with enterprise clients in banking, insurance, and financial services to identify industry-specific requirements, including compliance, uptime, security, and data sovereignty.
- Develop tailored IT infrastructure and cloud architectures that ensure high availability, disaster recovery, regulatory compliance (e.g., PDP, local financial regulations), and robust data protection.
- Facilitate technical discussions and discovery sessions with CTOs, CIOs, infrastructure leaders, and compliance officers to align solutions with strategic business and IT objectives.
- Prepare comprehensive technical proposals, solution designs, and cost models that address the complexity and compliance needs of financial institutions.
- Provide guidance on secure architectures and assist in creating technical documentation for internal audits and regulatory submissions.

- Lead PoC initiatives and demonstrations to validate performance, security, and scalability under financial-grade workloads.
- Partner with sales, delivery teams, cloud architects, and risk management to ensure seamless solution implementation and handover.
- Share insights on digital transformation trends in financial services, including hybrid cloud adoption, legacy modernization, and secure cloud migration strategies.

### Requirements

- Minimum **5 years** in a pre-sales or solution architecture role, with at least **3 years** supporting financial services clients.
- Strong technical expertise in IT infrastructure: servers, storage, networking, virtualization, and security.
- Proven experience in project management as a Project Manager and related roles.
- Experience in designing and selling cloud solutions (AWS, Azure) is a plus.
- Familiarity with financial industry regulations and standards.
- Excellent presentation and communication skills; ability to simplify complex concepts for non-technical stakeholders.
- Demonstrated ability to manage multi-stakeholder enterprise deals, including technical deep dives and executive-level briefings.

#LI-JACID

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会社説明