

PR/123930 | Enterprise Sales (AWS Cloud Solutions)

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
1602998

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10月27日 02:00

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
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 Title: Sales Executive (Cloud Solutions)
Location: Jakarta, Indonesia

We are looking for a motivated Sales Executive to drive business growth and develop new customer opportunities in AWS Cloud Solutions company. The ideal candidate has experience in technology sales, preferably from AWS cloud solutions, system integration, or managed services, with a strong ability to build relationships and close deals.

Key Responsibilities

- Develop and manage new business opportunities across enterprise and commercial customers.
- Identify customer needs and propose suitable cloud (AWS) solutions.
- Build and maintain strong relationships with clients and key stakeholders.
- Manage the full sales cycle from prospecting to negotiation and deal closure.

- Collaborate with technical and delivery teams to develop customer solutions.
- Prepare and deliver sales presentations, proposals, and commercial quotations.
- Stay updated on market trends, cloud technologies, and competitive offerings.

Requirements

- Bachelor's Degree in Information Technology, Business, Marketing, or a related field.
- Minimum 3 - 5 years of experience in IT sales, technology sales, cloud solutions, system integration, or managed services.
- Proven track record in acquiring new customers and achieving sales targets.
- Familiarity with AWS cloud platforms AWS is a strong advantage.
- Strong communication, presentation, negotiation, and relationship-building skills.
- Self-motivated, result-oriented, and able to work independently.
- Good command of English, both written and verbal.

#LI-JACID

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会社説明