



PR/096056 | Solution Pre-sales

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1603091

業種

デジタルマーケティング

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2026年08月04日 02:00

応募必要条件

職務経験

1年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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

Company Overview

A company in the information technology solutions industry is hiring for a Solution Presales position.

Job Description

- Analyze customer business requirements and propose suitable technology solutions that address their operational needs.
- Prepare and deliver solution presentations, technical documentation, and proof-of-concept (POC) demonstrations.
- Participate in technical discovery sessions, customer meetings, and project kick-offs to ensure successful solution implementation.
- Collaborate with internal teams to hand over projects, coordinate implementation activities, and ensure delivery on

schedule and within budget.

- Resolve technical issues during the proposal and implementation phases while identifying practical solutions to maintain customer satisfaction.
- Support project management activities and contribute to continuous improvement of solution delivery processes.
- Develop and maintain in-depth technical knowledge of business solutions and related technologies.

Qualifications

- Bachelor's degree in Computer Science, Information Technology, or a related field, or equivalent practical experience.
- At least 1 year of experience in a pre-sales or post-sales role in IT environment.
- Experience supporting B2B customers or large enterprise clients is preferred.
- Good understanding of computer networks, operating systems, and virtualization technologies.
- Knowledge or experience with DMS, ECM, ERP, CRM, or RPA solutions is an advantage.
- Strong analytical, problem-solving, communication, and presentation skills.
- Fluent English communication skills, including speaking, listening, and writing.
- Relevant technology certifications are a plus.

#LI-JACVN

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会社説明