

PR/123989 | Enterprise Sales (Technology 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
1607812

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

We're currently looking for a highly motivated **Enterprise Sales (Tech Solutions)** to join our client team, a fast-growing technology solution in Jakarta. This role is ideal for sales professionals who thrive in hunting new opportunities, managing complex sales cycles, and working with enterprise and multinational customers.

Key Responsibilities

- Acquire new business opportunities within enterprise and corporate accounts.
- Develop account strategies by understanding customer business challenges and proposing relevant technology solutions.
- Build and maintain strong relationships with stakeholders across all levels.
- Manage full sales cycle, from prospecting and qualifying opportunities through proposal development, negotiation, and closure.

- Collaborate with internal solution and technical teams to deliver customer-centric solutions.
- Maintain healthy sales pipeline management, achieve revenue targets, and support commercial administration processes.

Requirements

- Bachelor's Degree in Business, Information Technology, Computer Science, or related field.
- Min. 3 years of B2B sales experience, preferably in technology, digital solutions, IT services, system integration, etc.
- Strong network within enterprise, corporate, or multinational organizations.
- Excellent communication, negotiation, and presentation skills.
- Self-driven, target-oriented, and passionate about business development.
- Ability to work independently while collaborating effectively with cross-functional teams.

#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