JAC Recruitment
インドネシアの求人なら
JAC Recruitment Indonesia



PR/124101 | Enterprise Sales (B2B SaaS)

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
1616758

業種
ITコンサルティング

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2026年11月24日 15:00

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

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???? Jakarta, Indonesia

Dear all, I'm partnering with a rapidly growing global SaaS company expanding in Indonesia and seeking a high-performing **Enterprise Sales** with a proven ability to open new markets, build strategic partnerships, and close complex enterprise opportunities.

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- Drive new customer acquisition and revenue growth within the Indonesian market

- Develop strategic sales plans targeting enterprise and mid-market
- Build strong relationships with key decisionmakers and C-level
- Manage full sales cycle, from prospecting, qualification, negotiation and contract closure
- Collaborate closely with internal team to ensure successful and long-term client success
- Identify market, customer needs, and strategic partnerships that support business growth
- Consistently achieve and exceed sales targets

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- Min. 5 years of B2B SaaS or enterprise software sales experience
- Experienced selling into enterprise/mid-market, especially within project management.
- Strong track record of exceeding sales target and driving business growth
- Experience managing complex sales cycles and engaging senior stakeholders
- Proven hunter mentality with strong prospecting and new business development skills
- Fluent in Bahasa Indonesia and English

Nice to Have

- SaaS, Enterprise Software, ERP, CRM, Workflow Automation, or related tech solutions
- Startup or high-growth technology company experience
- Exposure to industries such as construction, manufacturing, real estate, logistics, or industrial sectors is advantageous

#LI-JACID

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会社説明