

PR/096327 | Enterprise Solution Sales Manager

募集職種

人材紹介会社
JAC Recruitment Vietnam Co., Ltd

求人ID
1618504

業種
ITコンサルティング

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11月03日 10:00

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

Company Overview

- A leading global ICT solutions provider specializing in enterprise networking, cloud, data center and digital transformation solutions.

Job Responsibilities

- Drive enterprise solution business growth and support the sales team in winning key projects.
- Engage directly with customers to understand business and technical requirements.
- Design and propose ICT solutions covering networking, data center, cloud and enterprise infrastructure.
- Lead technical discussions, presentations, workshops and solution demonstrations.

- Prepare proposals, quotations, solution architectures and tender documents.
- Support RFQ/RFP/bidding activities and ensure high-quality technical submissions.
- Coordinate with internal teams and partners to deliver competitive and customer-focused solutions.
- Build strong relationships with enterprise customers, partners and key stakeholders.
- Monitor market trends, customer demands and competitor activities to identify new business opportunities.
- Provide leadership and guidance to junior pre-sales and solution engineers.

Requirements

- Bachelor's degree in IT, Telecommunications, Computer Science or related fields.
- 5+ years of experience in ICT pre-sales, solution consulting, technical sales or solution architecture.
- Solid knowledge of enterprise technologies such as Network, Security, Data Center, Server, Storage, WLAN and Cloud solutions.
- Experience supporting enterprise customers, system integration projects or large-scale ICT tenders.
- Strong customer-facing, presentation and stakeholder management skills.
- Commercial mindset with the ability to bridge technical solutions and business needs.
- Good command of English.

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