

PR/124198 | Presales Consultant

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
1624005

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11月24日 10:55

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

The Presales Consultant role offers the opportunity to bridge customer business requirements with innovative technology solutions within a dynamic ICT environment. Acting as the bridge between customers and internal teams, this position contributes to the development of tailored solutions that support successful business outcomes.

Responsibilities

- Partner with the sales team to identify customer requirements and propose suitable solutions.
- Conduct technical presentations, solution demonstrations, and Proof of Concept (POC) activities.
- Develop technical proposals, solution architectures, and tender documentation.
- Support RFP/RFQ and bidding processes from a technical perspective.
- Engage with customers to gather business and technical requirements.
- Collaborate with vendors, partners, and internal teams to develop competitive solution offerings.

- Serve as a trusted technical advisor throughout the sales cycle.

Requirements

- Bachelor's Degree in Information Technology, Business, or a related field.
- Minimum 5 years of experience in Presales, Solution Consulting, or related technical customer-facing roles.
- Proven experience supporting POC execution, sales activities, and tender submissions.
- Strong presentation, communication, and stakeholder management skills.
- Hands-on experience or solid knowledge of network security solutions is highly preferred.

About the company
A company in the Information and Communication Technology (ICT) industry, this organisation provides a broad range of technology solutions. Serving a diverse customer base, it focuses on delivering integrated solutions that support business and digital transformation needs.

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