



## PR/122394 | Solutions Engineer

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1504468

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 10:54

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### What You'll Be Doing:

- Serve as a technical and functional resource during the sales process with prospects and customers.
- Act as a liaison with Product Managers to:
  - Discuss potential product development.
  - Provide input for new product initiatives.
  - Receive feedback from product development.
- Offer business expertise in areas such as manufacturing, accounting, and workflow analysis.
- Prepare for and conduct product demonstrations alongside the Sales team.
- Collaborate and share knowledge within the BSG Community.
- Work with Channel Enablement to empower partners' Solution Engineers in selling solutions.
- Respond to RFIs and RFPs related to our products.
- Travel 20%-50% within the region.

### Company Description