

Enterprise Solution Engineer - Indonesia

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Company: Salesforce, Inc.

Location: Indonesia

Category: other-general

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enterprise organisations across a range of industries to understand their challenges and goals through focused discovery sessions and workshops

Work closely with current customers and prospective customers as a trusted advisor to deeply understand their unique company challenges and goals

Build trusted relationship with senior executives and key decision makers across Business and Technology

Able to create the first level of Business Architecture and engage Business/ IT on it.

To develop and deliver innovative custom solutions, including solution concepts to key decision makers to address their business issues and needs aligned to business value

Coordinate and lead the entire solution cycle through close collaboration with a broad range of supporting technical and business resources

To fully understand and clearly articulate the unique benefits of Salesforce to a wide range of customer stakeholders from front line staff right up to C-level executives

Present compelling Salesforce & partner solutions while supporting relationships with customers and partners

Display initiative, self motivation and deliver high quality results along with meeting all expectations for both internal and external customers.

Have a strong interest in growing your career and participating in our internal training programs and mentorship initiatives.

Must have a proven track record in the development and delivery of differentiated custom solutions and presentations, including technical concepts, to key decision makers to address their business issues and needs.

Ability to orchestrate a sales cycle which requires involvement of multiple internal and external resources.

Willing to live full time in Indonesia and travel 25% of the time.

Skills/Experience Required: B.S. Computer Science, Software Engineering, MIS or equivalent work experience

Exposure to Design Thinking, Consulting methodologies and Enterprise Architecture would be an added advantage

A broad understanding of and ability to articulate the benefits of Cloud Computing, SFA, Service & Support, Marketing and Mobile solutions.

Business case/value engineering experience to drive compelling points of view

Knowledge of related applications, relational database and web technology

Solid oral, written, presentation, collaboration and interpersonal communication skills and relationship skills

Ability to work as part of a team to solve technical problems in a varied environment

Translate these needs into a compelling vision and roadmap for our customers

Translating/Presenting/Understanding the unique business requirements of customers within multiple industries

Track record of solution engineering, consultancy, delivery or training success for a software solution organisation. We are open to a variety of backgrounds for the role

Proven time management skills in a dynamic team environment.

Ability to work as part of a team to solve problems in varied, fast paced

environmentsInquisitive, practical and passionate about technology and sharing knowledgeGood at searching out information and experimenting, likes to concentrate on a particular topic and to solve puzzlesGood at explaining ideas and finding ways to keep people's attention.Knowledge of Salesforce will be an added advantage.Knowledge of Bahasa Indonesia is a must. Solution Engineer bertanggung jawab untuk memimpin solusi di seluruh siklus penjualan dan memberikan kepemimpinan kepada perusahaan untuk mengubah pengalaman pelanggan mereka.Solution Engineer adalah orang yang berpengalaman yang bekerja bersama rekan-rekan mereka, berpartisipasi dalam membangun budaya tim kami dan mendukung tim penjualan yang selaras untuk menciptakan solusi bagi prospek dan pelanggan.Untuk mencapai hal ini, Solution Engineer harus memiliki keinginan yang kuat untuk menetapkan visi yang menerjemahkan tujuan bisnis ke dalam rekomendasi yang menarik dan dapat ditindaklanjuti. Solution Engineer akan bertindak sebagai penasihat tepercaya bagi pelanggan kami sambil membantu perjalanan transformasional pelanggan.Tanggung JawabMengelola organisasi perusahaan di berbagai industri untuk memahami tantangan dan tujuan mereka melalui sesi penemuan terfokus dan lokakaryaBekerja sama dengan pelanggan saat ini dan calon pelanggan sebagai penasihat tepercaya untuk memahami secara mendalam tantangan dan tujuan perusahaan mereka yang unikMembangun hubungan tepercaya dengan para eksekutif senior dan pengambil keputusan utama di seluruh Bisnis dan TeknologiMampu membuat Arsitektur Bisnis tingkat pertama dan melibatkan Bisnis / TI di dalamnya.Mengembangkan dan memberikan solusi khusus yang inovatif, termasuk konsep solusi kepada para pengambil keputusan utama untuk mengatasi masalah dan kebutuhan bisnis mereka yang selaras dengan nilai bisnisMengkoordinasikan dan memimpin seluruh siklus solusi melalui kolaborasi erat dengan berbagai sumber daya teknis dan bisnis pendukungMemahami sepenuhnya dan mengartikulasikan dengan jelas manfaat unik Salesforce kepada berbagai pemangku kepentingan pelanggan mulai dari staf lini depan hingga eksekutif tingkat CMenyajikan solusi Salesforce & mitra yang menarik sekaligus mendukung hubungan dengan pelanggan dan mitraMenunjukkan inisiatif, motivasi diri, dan memberikan hasil berkualitas tinggi serta memenuhi semua ekspektasi pelanggan internal dan eksternal.Memiliki minat yang kuat untuk mengembangkan karier Anda dan berpartisipasi dalam program pelatihan internal dan inisiatif bimbingan kami.Harus memiliki rekam jejak yang terbukti dalam pengembangan dan penyampaian solusi dan presentasi khusus yang berbeda, termasuk konsep teknis, kepada para pengambil keputusan utama untuk mengatasi masalah dan kebutuhan bisnis

mereka. Kemampuan untuk mengatur siklus penjualan yang membutuhkan keterlibatan berbagai sumber daya internal dan eksternal. Bersedia tinggal penuh waktu di Indonesia dan melakukan perjalanan 25% dari waktu kerja. Keterampilan/Pengalamanyang dibutuhkan: BS Ilmu Komputer, Rekayasa Perangkat Lunak, MIS atau pengalaman kerja yang setara. Pengalaman dalam Pemikiran Desain, metodologi Konsultasi dan Arsitektur Perusahaan akan menjadi nilai tambah. Pemahaman yang luas dan kemampuan untuk mengartikulasikan manfaat Cloud Computing, SFA, Layanan & Dukungan, Pemasaran, dan solusi Seluler. Pengalaman dalam kasus bisnis / rekayasa nilai untuk mendorong sudut pandang yang menarik. Pengetahuan tentang aplikasi terkait, basis data relasional, dan teknologi web. Keterampilan lisan, tertulis, presentasi, kolaborasi, dan komunikasi interpersonal yang solid serta keterampilan menjalin hubungan. Kemampuan untuk bekerja sebagai bagian dari tim untuk memecahkan masalah teknis dalam lingkungan yang bervariasi. Menerjemahkan kebutuhan ini ke dalam visi dan peta jalan yang menarik bagi pelanggan kami. Menerjemahkan / Mempresentasikan / Memahami kebutuhan bisnis yang unik dari pelanggan di berbagai industri. Rekam jejak keberhasilan rekayasa solusi, konsultasi, pengiriman, atau pelatihan untuk organisasi solusi perangkat lunak. Kami terbuka untuk berbagai latar belakang untuk peran ini. Keterampilan manajemen waktu yang telah terbukti dalam lingkungan tim yang dinamis. Kemampuan untuk bekerja sebagai bagian dari tim untuk memecahkan masalah dalam lingkungan yang bervariasi dan bergerak cepat. Ingin tahu, praktis, dan bersemangat tentang teknologi dan berbagi pengetahuan. Pandai mencari informasi dan bereksperimen, suka berkonsentrasi pada topik tertentu dan memecahkan teka-teki. Pandai menjelaskan ide dan menemukan cara untuk menarik perhatian orang lain. Pengetahuan tentang Salesforce akan menjadi keuntungan tambahan. Pengetahuan tentang Bahasa Indonesia adalah suatu keharusan.

Accommodations If you require assistance due to a disability applying for open positions please submit a request via this Accommodations Request Form . Posting Statement At Salesforce we believe that the business of business is to improve the state of our world. Each of us has a responsibility to drive Equality in our communities and workplaces. We are committed to creating a workforce that reflects society through inclusive programs and initiatives such as equal pay, employee resource groups, inclusive benefits, and more. Learn more about Equality at www.equality.com and explore our company benefits at www.salesforcebenefits.com . Salesforce is an Equal Employment Opportunity and Affirmative Action Employer. Qualified applicants will receive consideration for employment without

regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status. Salesforce does not accept unsolicited headhunter and agency resumes. Salesforce will not pay any third-party agency or company that does not have a signed agreement with Salesforce . Salesforce welcomes all. About Us We're Salesforce, the Customer Company, inspiring the future of business with AI + Data + CRM. Leading with our core values, we help companies across every industry blaze new trails and connect with customers in a whole new way. And, we empower you to be a Trailblazer, too — driving your performance and career growth, charting new paths, and improving the state of the world. If you believe in business as the greatest platform for change and in companies doing well and doing good – you've come to the right place.

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