

## Partner

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Company: Talentvis

Location: Indonesia

Category: other-general

### Requirements:

- At least 10 years of direct sales or business development experience in Indonesia market (Management Consulting or Professional Services experience a plus)
- A hunter and closer with proven track record of achieving aggressive sales targets, developing a healthy sales pipeline, and growing deal size using a consultative sale approach
- Current senior-level network with State-owned Enterprise (SOE), securities companies, and conglomerates/MNCs in Indonesia
- Subject Matter Expert in at least 2 industries relevant to Indonesia and/or Southeast Asia
- Digital Transformation experience a plus
- At least 5 years of Sales Management experience
- Previous General Management P&L experience
- Strong people management skills and a genuine passion to make things happen in a dynamic organization, with experience in recruitment, mentoring and providing feedback to junior members
- A proven leader with ability to collaborate with peers and business partners to achieve targets
- MBA or undergraduate degree from a top-tier university
- Excellent communication and presentation skills

- Fluent in both English and Bahasa Indonesia
- This position will be based in Jakarta with travel requirements within Southeast Asia, as required.

Job Description: As a Partner in the Southeast Asia Practice, you will lead business development in Indonesia and Southeast Asia across State-owned Enterprises, local conglomerates, and large/medium enterprises. You will also be responsible for client relationship management and ensuring high quality project delivery to ensure client satisfaction. This is a leadership position reporting to the Managing Partner of Southeast Asia where improving processes and driving activities that help the country and regional business evolve to the next level of growth are key aspects of the role.

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2. [Partner Wowjobs Jobs Indonesia Wowjobs ↗](#)
3. [Partner Marketingjobs Jobs Indonesia Marketingjobs ↗](#)
4. [Partner Graduatejobsnearme Jobs Indonesia Graduatejobsnearme ↗](#)
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