

Senior Solution Engineer, Indonesia

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Company: Salesforce, Inc.

Location: Indonesia

Category: other-general

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customers while aiding the customer's transformational journey. Responsibilities: Create and manage enterprise solutions across a range of Government agencies 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 relationships with senior executives and key decision-makers across Business and Technology Craft value-driven proposals and presentations, able to create the first level of Business Architecture and engage Business/ IT on it. Work in partnership with Account Executives to understand the unique challenges and business processes of our Public Sector customers. Be a technical expert in Salesforce's suite of products, understand how these solutions can be tailored to address government agency needs effectively and efficiently and explain complex technology concepts to both technical and non-technical customers. Deliver engaging and informative product demonstrations and presentations that highlight the advantages of Salesforce solutions to government decision-makers. Be able to clearly articulate and present the business value and return on investment (ROI) that government agencies can expect by implementing Salesforce solutions. Provide expert guidance on best practices, industry standards, and successful strategies tailored to the public sector Be an innovator who can create new solutions using out-of-the-box thinking Work as a team player by contributing, learning and sharing new knowledge Willing to live full time in Indonesia and travel 25% of the time. Skills/Experience Required: Required Skills: Experience working in government or selling to government, and/or managing and responding to bids and tenders, will be highly valued. Excellent verbal and written communications skills with a focus on capturing requirements and use cases, developing a solution and articulating business value Superior presentation and demonstration skills with a focus on storytelling Ability to work as part of a team to solve business and technical problems Experience of working across a range of industries and be able to understand the current landscape and typical challenges and opportunities. Fluent in Bahasa Indonesia to converse with clients in the Indonesia market Preferred Skills: Experience in a comparable pre-sales position, supporting the sales cycle in selling CRM or other high value business solutions Technical understanding of SAAS solutions, architecture and modern business applications including integrations A broad understanding of Cloud Computing and CRM Experience in multi product solution selling Business Analysis and Business case/ROI construction Detailed knowledge of Salesforce platform. Exposure to Design Thinking, Consulting methodologies and Enterprise Architecture would be an added

advantage 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. Similar Jobs (1) Senior Solution Engineer - Mulesoft remote type Office - Flexible locations Indonesia - Remote time type Full time posted on Posted 30+ Days Ago 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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