



Alliance Business Development

Due to the rapid business growth, now Fujitsu Indonesia is looking for experienced IT professional to fulfill the below position:

■ Alliance Business Development

Reports to: Departement Manager

Subordinate : None

Job Scope (overall purpose of the job) :

- Focused to develop partnership with VMware and ORACLE
- Collaborate with internal team and 3rd party team (VMware and ORACLE) for creating demand
- Identify and collecting rebates from 3rd party principal / partner
- Manage and build technical, presales and sales competency by providing regularly training from 3rd party principal/partner
- Manage and provide marketing activity with 3rd party partners
- Manage and provide deal registration in 3rd party system
- Provide documentations for project needs
- Full support for Fujitsu Indonesia sales team to push VMware and ORACLE business to grow

Objective of the Job: To Grow and maintain the alliance business department in VMware and ORACLE products

General Requirement:

- S1 degree from an accredited institution, S2 degree is preferred
- 3 years experience as Product Manager/Presales/Business development/channel
- VMware & Oracle product knowledge
- VMware & Oracle certified is preferable
- PC proficiency
- High intra and inter personal relationship