**POSITION: Sale**

**Company: Khách hàng Reco**

**Working Location: Tokyo, Nhật Bản**

**Salary: Theo Thỏa Thuận**

**Level: MIDDLE,SENIOR**

**Team size: 1000**

**Company website:**

**About Company**

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**Job Description:**

• Work with customers and partners (NVIDIA) to advise & convince customers to use FPT Cloud GPU services in accordance with the customer’s business and technical strategies.

• Understand customers’ needs, analyzing, consulting, and offering solutions suitable to customers.

• Being the key technical leader, trusted advisor, and influencer in shaping customer decisions to buy and adopt FPT Cloud solutions.

• Lead technical demonstrations of FPT Cloud solutions to explain and prove the capabilities to the customer's business and technical objectives.

• Influencing the FPT Cloud go-to-market strategies by providing feedback to sales, marketing, and engineering on current and future product requirements and sales blockers.

• Capture services, solutions, products on IT/Cloud.

• Support related departments in building company profiles, brochures, conducting seminars.

• Finalize solution documentation, technical design documents, and overall solution-related documentation during the presale stages.

• Develop work plans according to manager requirements.

**Job Requirements:**

• Must have:University degree in Information Technology or related discipline

• At least 3 – 5 years of experience in a similar position or in networking/IT system positions

• Fluent in English & Japanese communication, good presentation skills in Japanese, English, and Vietnamese

• Excellent communication skills (written & verbal)

• Good documentation and presentation skills

• Good time management and work arrangement skills

• Teamwork and strong leadership skills

• Good customer-handling skills

• Working under high-pressure capability and willing for abroad business trips occasionally

• Nice to have:Experience & knowledge in the Cloud (AWS, Azure, GCP…) and solutions related to the Cloud

• Knowledge about AI, ChatGPT, NVIDIA, and GPU (Graphics Processing Unit)

• Presale experience & knowledge

**Benefits:**

• Opportunity to work in a rapidly growing field, with significant investment from FPT in AI and cloud technologies.

• Opportunity to lead high-profile cloud projects with cutting-edge technologies.

• Dynamic, collaborative, and innovative work environment.

• Competitive salary & package

• FPT Premium Care package

• Activities and culture with FCI and FPT Corporation

• Professional development through courses and certifications.

**Interviewing Process:**

 Phỏng vấn: 3 vòng

-> Pv với FCI 1-2 vòng

→ 1 vòng với sếp bên Nhật (người Việt)