

Job Detail

Manager Level

Position Title	Senior Sales Account Executive in USA
Recruiter Company	PTS Japan Co., Ltd. / PTS Japan K.K.
Company Name	Company name is private
Activated / Updated	2023-09-11 / 2024-05-13
Job Type	Executive - Manager (Sales/Marketing) IT (Other) - Sales Engineer
Industry	Telecommunications/Information Services
Location	North America United States New York North America United States California North America United States Texas
Job Description	<p>Responsibilities:</p> <ul style="list-style-type: none"> • Prospecting and soliciting new business and drive customer acquisition for KDDI America. • Qualify prospects against company criteria for ideal customers and sales. • Understanding and clear articulation of the KDDI America value proposition, key differentiators and competitive positioning to prospects including C-level executives. • Identify and qualify business opportunities to sell products and service-based IT solutions. • Cultivate long-term relationships and build trust with C-level executives and key decision makers. <p>Leverage industry trends and come up with compelling value propositions to address client's needs, wants and desires.</p> <p>Proactively manage day-to-day client needs, reporting progress to Director of Sales, and identifying new business opportunities across the client's full range of operations.</p> <ul style="list-style-type: none"> • Stay up to date on the latest technology initiatives and solutions. • Complex enterprise network accounts involving network infrastructure, network design and custom applications. <p>Carrying out consultative selling, account planning and account management with a strong emphasis on customer service.</p> <ul style="list-style-type: none"> • Synthesizing abstract concepts into solutions. • Working closely with Project Management and Operations in pre-sale and post-sale activities. <p>Provide timely and accurate sales forecasting information and periodically perform pipeline health management to reflect the realistic opportunity workload and value</p> <p>Focus on target attainment and conduct all necessary activities required to meet sales targets</p> <p>Be a positive representative of the company and its brand in the marketplace</p> <ul style="list-style-type: none"> • Conduct all sales activities with the highest degree of professionalism and integrity.
Company Info	<p>KDDI America, headquartered in New York, is the US presence of Japan's KDDI Group, a Fortune Global 500 company and leading provider of international IT and communications services. KDDI America was established in 1989 and started as a telecommunications business supporting Japanese multinationals. now evolved into a company that provides networks, data centers, system integration, as well as managed service solutions across all industries. Our ability to customize solutions in a major city offering scalability and service that are unparalleled set KDDI America apart from the competition. provide Ethernet network uptimes of more than 99.999% between regions and guaranteed high performance no matter where.</p>
Working Hours	9:00 - 17:30
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	USD - US Dollar USD 85K - USD 100K (Month salary : USD - US Dollar USD 7083 - USD 8333)

Salary Description	Benefits Medical & Dental & Vision- Full Time Only Basic Life Insurance and AD&D Short-Term Disability Insurance Flexible Spending Account (FSA) Employee 401 (K) Savings Plan vacation time 1st year Ten (10) days Prorated 2nd year (12) days 3rd year (14) days 4th year (16) days 5th year (18) days 6th and after (20) twenty days Thirteen Paid Holidays per year sick time Tuition Reimbursement Program
Holiday Description	vacation time 1st year Ten (10) days Prorated 2nd year (12) days 3rd year (14) days 4th year (16) days 5th year (18) days 6th and after (20) twenty days Thirteen Paid Holidays per year sick time Tuition Reimbursement Program
Job Contract Period	Permanent Employee