

Job Detail

Manager Level

Position Title	Sales Director, Cloud Native Software Vendor
Recruiter Company	Michael Page International Japan K.K./マイケル・ページ・インターナショナル・ジャパン株式会社
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Sales/AE - IT Sales
Industry	Software Vendor
Location	Asia Japan Tokyo
Job Description	<p>Our client is looking for sales professional to lead IP networking/routing software sales to the global Tier 1 service providers in Japan. As the director will lead a sales initiative both directly and indirectly by using partners in the region.</p> <p>Description</p> <ul style="list-style-type: none">* Develop sales forecasts and budgets to achieve quotas and revenue attainment.* Able to lead strategic sales plans and programs.* Build a team as the business and revenue growth dictates.* Develop relationships and drive performance with distribution and service delivery partners.* Develop and grow C-level relationships with customers and partners to develop high-level sales opportunities.* Demonstrate leadership across all internal organizations to pull and utilize resources to achieve goals with customers.* Be a main point of contact to implement account strategy for key customers and understand key business drivers.* Identify product solutions and develop product offering to meet customer needs at desirable profitability margins. <p>Profile</p> <ul style="list-style-type: none">* 5-10+ years of recent success as a Sale Manager at networking technology company with solutions toward telecom service providers.* Good understanding and experience in the service provider networking solutions and its buying/procurement process.* Experience working with distribution, service delivery and partner channels.* Must possess key C level relationships at service providers and partners in Japan.* Must be a motivated self-starter with strong ability to develop sales.* Motivated to win deals and work in a start-up environment to work beyond boundaries.* Excellent communication skills with solid command of English and Japanese languages <p>Job Offer</p> <ul style="list-style-type: none">* Attractive salary and compensation package.* Good work life balance, fully working from home available.* Solid career progression. <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543</p>
Company Info	Our client is global cloud native software vendor, they do have 15 people in Japan.
	<ul style="list-style-type: none">- 5-10+ years of recent success as a Sale Manager at networking technology company with solutions toward telecom service providers.- Good understanding and experience in the service provider networking solutions

Qualifications	<p>and its buying/procurement process.</p> <ul style="list-style-type: none"> - Experience working with distribution, service delivery and partner channels. - Must possess key C level relationships at service providers and partners in Japan. - Must be a motivated self-starter with strong ability to develop sales. - Motivated to win deals and work in a start-up environment to work beyond boundaries. - Excellent communication skills with solid command of English and Japanese languages
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 25000K - JPY 30000K
Holiday Description	Saturday and Sunday