

Job Detail

Women Welcome

Staff Level

Position Title	Senior Sales Executive @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>* Join the company's newest product and most developed BPM solution sales team * The SaaS solution is very popular in Japan and growing quickly, all sales member overachieved yearly sales target * Office in Tokyo, Japan - most client portfolio are in Tokyo area</p> <p>Description</p> <p>* Conduct sales activity from beginning to deal closing * Manage sales process through qualification, business analysis, product demonstration, negotiation and close * Sales to new customers and sales of additional services to existing clients * Develop and maintain a high level of knowledge about company's new BPM solution and services, as well as position in marketplace and competitive offerings</p> <p>Profile</p> <p>* Fluent level on all skills of Japanese language, Business level of English language * 8-20 years of Saas / Software / Business Application services or solution sales at Software Vendor or IT consulting/IT services / Sier company * Motivated sales person with a track record in sales in IT industry * Self-motivated, always take initiative and enjoy being part of a great team in an international organisation * Great plus if you have experience selling BPM</p> <p>Job Offer</p> <p>* 15M - 25M JPY OTE on salary * Famous brand name company, solution in strong need of market, easy to sell * Growing area, the whole sales team overachieved the target * Self development and structured training courses * Hybrid of work-from-home and work from office</p> <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Lan Nguyen on +813 6832 8626.</p>
Company Info	<p>* The company is a world-class software enterprise, Headquarter in Europe, office in Japan located in centre of Tokyo. * Solution included but not limited to cloud-based SaaS, ERP, BPM, BI, Financial controlling software, logistic software. * Provide structured training, transferable skills and great career growth potentials. * Great brand name in the market, large client database</p>
English Level	Fluent (TOEIC 865-)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 15000K - JPY 25000K

Salary Description	all permanent benefits
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