

Job Detail

Women Welcome

Staff Level

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| Position Title | License Sales Manager @Software Company |
| 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>* Help clients on digital and business transformation by selling the cloud-based IT SaaS and solutions, focus on Automotive and Manufacture Industry * Office in Tokyo, Japan - most client portfolio are in Tokyo</p> <p>Description</p> <p>* Manage enterprise client relationship and conduct further sales of software and cloud subscription solution * Participate in the development and delivery of the business plans * Plan the pipeline and follow up through end of closing process * Actively work with more Senior Sales employees to develop the business planning or sales and negotiation skills * Understand very well the company's software solution, including strength - weakness - and position on the market</p> <p>Profile</p> <p>* Fluent level on all skills of Japanese language, Business level of English language * 5-15 years of Saas / Software / Business Application services or solution sales at Software Vendor or IT consulting/IT services / Sler company * Motivated sales person with a track record in sales * Has enterprise high touch sales experience, great plus if having experience with Manufacture / Automotive companies</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 industry * 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, BI, Financial controlling software, logistic software, and so on. * Provide structured training, transferable skills and great career growth potentials.</p> |
| English Level | Fluent (TOEIC 865-) |
| Japanese Level | Fluent(JLPT Level 1 or N1) |
| Salary | JPY - Japanese Yen JPY 15000K - JPY 25000K |
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| Salary Description | all permanent benefits |
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