

Job Detail

Women Welcome

Staff Level

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

Salary Description

all permanent benefits