

## Job Detail

Women Welcome

Staff Level

Position Title	Account Representative @US 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>* The Account representative serves as the primary contact with customers to introduce company's solution software product  * The Account Representative is responsible for maintaining existing customer accounts while also working to create new clients</p> <p>Description</p> <ul style="list-style-type: none"> <li>* Builds relationships with current and potential customers in assigned industry</li> <li>* Identifies customer needs and pain points regarding the product manufacturing process</li> <li>* Presents simulation solutions tailored to customer needs and challenges.</li> <li>* Creates and maintains current customer accounts</li> <li>* Researches and identifies new leads.</li> <li>* Develops and delivers proposals to customers.</li> <li>* Collaborates with internal teams to close deals.</li> <li>* Forecasts new and renewal sales revenue.</li> <li>* Participates in marketing activities like trade shows and seminars.</li> </ul> <p>Profile</p> <ul style="list-style-type: none"> <li>* Fluent Japanese language, Fluent English language all skills</li> <li>* 2 - 7 years of enterprise sales experience, OR 1+ year of technical sales experience</li> <li>* A strong plus if has experience related with software</li> <li>* Open to travel within Japan 50% of the time</li> </ul> <p>Job Offer</p> <ul style="list-style-type: none"> <li>* 7M-12M JPY OTE salary</li> <li>* Great work environment, got Great Work Place award in many countries all over the globe</li> <li>* International work environment</li> <li>* Many benefits in addition to salary</li> <li>* Professional training programs</li> </ul> <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	<ul style="list-style-type: none"> <li>* A leading US-based software company empowers engineer to virtually design, simulate and optimise products by providing top-tier simulation software.</li> <li>* Their solutions are used in various industries, from aerospace and automotive to electronics and health care</li> <li>* The company has experienced remarkable growth, exceeding 16,500% growth in the past 20 years</li> <li>* Two offices in Japan located in Shinjuku, Tokyo and centre of Osaka</li> </ul>
English Level	Fluent (TOEIC 865-)
Japanese Level	Fluent(JLPT Level 1 or N1)

Salary	JPY - Japanese Yen JPY 7000K - JPY 10000K
Salary Description	All Permanent Employee Benefits

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