

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