

Job Detail

Staff Level

Position Title	Sr. Renewal Sales Specialist / シニア リニューアルセールス スペシャリスト 【外資系・IT企業/Emerge採用】 契約社員 月額70万円～
Company Name	Emerge Global K.K. / Emerge Global株式会社
Activated / Updated	2024-04-26 / 2024-04-26
Job Type	Sales/AE - IT Sales Sales/AE - Inside Sales Administrative - Sales Assistant/Clerical/Receptionist
Industry	Outsourcing
Location	Asia Japan Tokyo
Job Description	<p>Emerge is seeking a Renewal Specialist (RS) in Japan for this highly visible role to empower key customers to continue to transform their business and meet their objectives. You will be accountable for owning and implementing a portfolio of renewal contracts of security products across various customer accounts. The RS will work across many teams to drive renewals to on-time closure.</p> <p>Job Responsibilities</p> <ul style="list-style-type: none"> • Manage a pipeline of Client contracts coming up for renewals. • Build relationships with Client to assist in the adoption and renewals process. • Engage with Sales, Cyber Security Sales and Partners to identify requirements and uncover any roadblocks that may impede a Client timely commitment to renew their contract. • Builds quotes, review contract terms and identify up-sell opportunities. • Create use case recommendations and educate clients on relevant features and opportunities. • Support Sales in overall negotiation to ensure Client timely commitment to renew their contract. • Maintain and report on a rolling 120 day forecast of renewals in assigned accounts. • Own regional reports and provide ad hock reporting as requests my Renewals Management • Be a forward thinker and communicate risks to various manages and other team members in a timely and clear manner.
Company Info	<p>We provide services such as recruitment and HR consulting to foreign and Japanese global companies in the financial, IT, and manufacturing industries that are among the top 10 global companies in each industry.</p> <p>Emerge Global Co., Ltd. builds and nurtures the teams necessary to lead client companies to success. Every great company has a team dedicated to making it successful. Our business focuses on building long-term relationships between client companies, teams and staff.</p> <p>With offices across global, we emphasize integrity and long lasting relationships with our clients, candidates and staff.</p> <p>Our expertise includes:</p> <ul style="list-style-type: none"> - Bilingual Talent Solutions: IT, HR, Translation/Interpretation, Customer Services etc. - HR Managed services including HR Systems & policies consulting;
Working Hours	Working hours: 9:00 - 18:00 Break time: 1 hour
Qualifications	<p>Qualifications</p> <ul style="list-style-type: none"> • Typically requires bachelor's degree or equivalent. • 5+ years of renewals contracts experience within the Tech industry. • Working knowledge of sales methodologies; demonstrable experience with sales enablement concepts, practices, and procedures. • Ability to motivate clients around contract renewals. • Solid organizational skills including attention to detail and multi-tasking skills. • Strong ability to interact and influence effectively with sales professionals and sales management. • Exceptional written/verbal communication and presentation skills. • Team player with strong intrapersonal skills.

	<ul style="list-style-type: none"> • Ability to thrive in a fast-paced, unpredictable environment. • Previous Experience with sales enablement programs is a plus.
English Level	Fluent (TOEIC 865-)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 8000K Over (Month salary : JPY - Japanese Yen JPY 666.667K OverOver)
Salary Description	<p>契約期間: 初回 3か月契約 試用期間: 1ヶ月 就業場所: 日本橋堀留町オフィス/顧客オフィス/ WFH 就業時間: 9:00 - 18:00 休憩時間: 1時間 休日: 完全週休2日制 (土・日)、祝日 月額想定給与: 70万円～ 手当:通勤費 (上限30,000円/月) 社会保険一般: (健康・厚生年金・雇用・労災)</p> <p>※固定残業代 30時間分が月額給与に含まれ、残業がない場合も支給致します。 超過分は別途残業代として支給し、算定根拠となる時間単価は別途ご連絡致します。</p> <p>屋内禁煙</p>
Holiday Description	Holidays: 2 days off per week (Sat/Sun), public holidays
Job Contract Period	雇用形態: 契約社員 契約期間: 3か月更新、その後長期延長の可能性あり (試用期間有: 期間内の条件変更なし)
Nearest Station	Work location: Nihonbashi Horidomecho office / client office / WFH