

Job Detail

Staff Level

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| Position Title | Client Relationship Manager - IT Solutions Provider |
| 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 Sales/AE - Corporate Sales Sales/AE - Inside Sales |
| Industry | IT Consulting |
| Location | Asia Japan Tokyo |
| Job Description | <p>Be part of a global IT leader at the forefront of innovation, shaping the technological landscape for a diverse range of clients.</p> <ul style="list-style-type: none"> * Drive success across the Asia Pacific region for a leading IT solutions provider. * Build enduring client relationships, be a trusted advisor & deliver exceptional service. <p>Description</p> <ul style="list-style-type: none"> * Forge new client relationships and expand existing ones * Develop and execute strategic account plans: * Analyze client needs and challenges. * Craft solutions aligned with their business goals. * Build strong relationships with key decision-makers (CXOs) * Drive client satisfaction and success * Develop strong relationships across all client levels * Influence investment decisions * Work collaboratively with global teams * Mentor and develop junior team members <p>Profile</p> <ul style="list-style-type: none"> * Excellent relationship-building and communication skills. * Experience in managing client accounts and driving business growth. * Strong understanding of the IT sector. * Ability to connect with CXO and build new opportunities. * Ability to develop and execute strategic plans. * Proven track record of exceeding client expectations. <p>Job Offer</p> <ul style="list-style-type: none"> * Competitive compensation and benefits * This company invests heavily in employee training and development (career progression) * Diverse Project Landscape: Working with a wide range of clients across various industries allows you to gain experience in different technology domains and stay updated on evolving trends. * Global presence * Good work-life balance <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Keyvan Asghari at +81 3 6832 8996.</p> |
| | <ul style="list-style-type: none"> * Tech Experts on a Global Scale: This company is a major player in the IT industry, working with businesses internationally to keep pace with the ever-changing world of technology. * Driving Innovation: They help companies upgrade their existing technology |

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| Company Info | <p>systems, develop cutting-edge solutions, and utilize the latest advancements like Artificial Intelligence (AI) to gain an advantage over their competitors.</p> <p>* Client-Focused Approach: Building strong relationships with their clients is their top priority. They act as trusted advisors, understanding each client's specific needs and delivering tailor-made solutions that boost efficiency, streamline operations, and improve customer experiences.</p> |
| English Level | Business Conversation Level (TOEIC 735-860) |
| Japanese Level | Native Level |
| Salary | JPY - Japanese Yen JPY 13000K - JPY 17000K |