

Job Detail

Staff Level

Position Title	Account Executive - End User Computing - No English Required
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 - Public Relations/Partner Sales/Route Sales
Industry	Software (Consignment Development)
Location	Asia Japan Tokyo
Job Description	<p>Be part of one of the most important Software Companies.</p> <p>We're seeking a results-oriented professional to manage the End-User Computing (EUC) environment. You will play a key role in ensuring the team has secure and convenient access to essential work resources - applications, desktops, and data - anytime, from any device.</p> <p>Description</p> <ul style="list-style-type: none"> * Promote cutting-edge EUC solutions to businesses. * Conduct workshops and help customers get the most value out of the solutions. * Give presentations and demos to customers. * Understand customer challenges and needs related to how their employees use devices, and connect those needs to the EUC solutions. * Collaborate with partners to build a strong network of companies offering EUC solutions. <p>Profile</p> <ul style="list-style-type: none"> * Knowledge of desktop virtualization technologies is a plus. * Knowledge of mobile device management solutions is a plus. * Understanding of overall computer systems, including virtualization, networks, and storage. * Knowledge of managing desktops, virtual desktops, and application virtualization. * Understanding of new trends in mobile computing, cloud-based solutions (DaaS/SaaS), and mobile device management (MDM) is a plus. * Proven track record in sales and partner sales. * Success stories in competitive markets. * Ability to close a high volume of deals at a high standard. * Fluent in Japanese. English is a plus, not required. <p>Job Offer</p> <ul style="list-style-type: none"> * Competitive Salary and Commission Structure * Sales Training and Development Programs * Mentorship and Coaching * Growth Opportunities * 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>
Company Info	This company is a leader in creating groundbreaking technology solutions. They help businesses work smarter, not harder by providing tools that make everything run more smoothly. If you're passionate about tech and want to be part of a company that's always pushing boundaries, this is the place for you!

English Level	Minimum Communication Level (TOEIC 225-470)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 20000K - JPY 25000K

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