

## Job Detail

Staff Level

Position Title	Enterprise Account Executive - Software Vendor - Up to 14M
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>Join a high-performing APAC team and shape the future of Customer Experience in Japan.</p> <p>As an Account Executive, you will sell industry-leading Digital Solutions, identify new opportunities, craft winning solutions, and forge lasting client relationships in an environment driven by innovation.</p> <p>Description</p> <p>1. Drive Sales Growth:</p> <ul style="list-style-type: none"><li>* Achieve sales quota through prospecting, identifying new business opportunities, and closing deals.</li><li>* Manage your assigned territory and target accounts effectively.</li><li>* Deliver impactful presentations and demonstrations to win customers.</li></ul> <p>2. Manage Customer Relationships:</p> <ul style="list-style-type: none"><li>* Understand customer needs and recommend suitable solutions.</li><li>* Build and maintain strong relationships with existing customers.</li><li>* Identify upsell and expansion opportunities.</li></ul> <p>3. Support Sales Operations:</p> <ul style="list-style-type: none"><li>* Prepare accurate sales orders and ensure smooth order processing.</li><li>* Provide timely and accurate reports on sales activities and pipeline.</li><li>* Stay updated on company products, technology, and industry trends.</li></ul> <p>4. Ensure Compliance:</p> <ul style="list-style-type: none"><li>* Adhere to all company policies regarding information security, data management, and privacy.</li></ul> <p>Profile</p> <ul style="list-style-type: none"><li>* Industry expertise: Solid direct sales experience within the enterprise software industry, focusing on complex solutions. Customer engagement / Contact Center / Monitoring are an asset.</li><li>* Proven track record: Demonstrate a consistent record of exceeding sales targets, particularly with high-value technology products and solutions.</li><li>* Academic background: Bachelor's degree in a relevant field, such as business, technology, or equivalent experience.</li><li>* Sales competencies: Identifying and developing business opportunities, conducting needs assessments, delivering compelling sales presentations, and closing deals with targeted accounts.</li><li>* Communication skills: Professional written and verbal communication skills in Japanese &amp; English to effectively engage and build relationships with executives.</li><li>* Negotiation and closing: Proven ability to negotiate effectively and close deals, demonstrating proficiency in qualifying prospects from both operational and financial perspectives.</li></ul> <p>Job Offer</p>

	<ul style="list-style-type: none"> <li>* Work for a company recognized as a Great place to work</li> <li>* Be part of the growth with opportunities for your future</li> <li>* Competitive salary and advantages</li> </ul> <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	<p>1 Customer Engagement Leader: Lead the customer experience revolution, shaping cutting-edge solutions for global brands.</p> <p>2 Global Reach, Diverse Paths: Explore a world of career opportunities, collaborating with colleagues across cultures and industries.</p> <p>3 Collaborative &amp; Inclusive: Thrive in a team-oriented, inclusive environment that values your unique perspective and fuels your growth.</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 11000K - JPY 14000K