

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

	<ul style="list-style-type: none"> * Work for a company recognized as a Great place to work * Be part of the growth with opportunities for your future * Competitive salary and advantages <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 & 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