

Job Detail

Staff Level

Position Title	Sr Account Executive - Information Management - Up to 22M
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
Industry	Software Vendor
Location	Asia Japan Tokyo
Job Description	<p>We are looking for a Senior Account Executive for a Software leader in Information Management. As a member of the Business Network/EDI team, you will :</p> <ul style="list-style-type: none"> * Work on new & existing customers, and build strong relationships with C-level decision makers * Achieve/Exceed sales quotas by selling new licenses and upselling existing customers * Collaborate with the broader team to find and develop leads <p>Description</p> <p>Drive Revenue Growth and Build Strategic Client Relationships</p> <p>In this exciting role, you'll be responsible for exceeding sales targets and building long-term partnerships with key clients.</p> <ul style="list-style-type: none"> * Consistently Exceed Sales Goals: You'll be a sales champion, using your expertise to identify and pursue new opportunities, as well as maximize the potential within existing accounts. * Develop Strategic Client Relationships: You'll build strong, consultative relationships with C-level executives at mid-to-large accounts within Telecom and Finance. You'll achieve this by deeply understanding their unique business needs and aligning our solutions to their specific challenges. * Competitive Advantage: You'll stay informed about competitors in your assigned accounts, ensuring you can strategically position our offerings for maximum impact. * Collaboration is Key: You may work with and leverage external partners to deliver comprehensive solutions and secure sales. * Leadership in Sales Activities: You will lead or coordinate the efforts of support staff to ensure a seamless sales process. <p>Profile</p> <ul style="list-style-type: none"> * Bachelor's degree from a university or college. * Previous work experience directly related to this role. * Experience selling to Manufacturing or Automotive is a plus * Familiarity with Supply Chain Management or Procurement is a plus. * At least 5 years of sales experience in sales. * Consistent achiever! You regularly meet or exceed your sales goals. <p>Job Offer</p> <ul style="list-style-type: none"> * Competitive compensation and benefits - up 20M+ * Be part of a leading software company highly growing every year * Self-development and opportunities to grow internally * Become an expert in innovative solutions <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>Industry Leader in Information Management Solutions</p> <p>This company is a recognized leader in providing software solutions that help organizations manage their information effectively.</p> <p>Be part of a winning team that leads the market and strongly grow every year.</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 18000K - JPY 25000K

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