

Job Detail

Staff Level

Position Title	Senior Sales Representative
Recruiter Company	Salient Talent Pty Ltd
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-07
Job Type	Sales/AE - IT Sales
Industry	Software Vendor
Location	Asia Japan Tokyo
Job Description	<p>The Solution Executive will maximize profitable company sales revenue by identifying, qualifying, negotiating, and closing new business with new and existing clients. This position is primarily selling software solutions to the Chemical, Pharma and BioTech companies.</p> <p>Responsibilities Solutions Executive within our clients team will sell to Enterprise accounts, with a focus on hunting new accounts.</p> <ul style="list-style-type: none"> • Executing against yearly sales goals • Qualifying and disqualifying new business opportunities while identifying customer pain • Delivering executive point of view dialogue • Hunting activities (includes cold calling, conferences, trade shows etc.) • Cross functional collaboration with Account Managers • Maintaining accurate forecasts • Accountability for driving revenue growth across assigned business lines to include identification of revenue drivers and metrics - creating visibility with all market owners on revenue trends and actions to drive revenues to plan • Deliver solution presentations to key customers • Develop enterprise software license proposals • Negotiate enterprise software contracts • Learning customer decision process • Creating closing plans for forecasted business • Close business in a timely manner
Company Info	<p>Our client creates a safer, more sustainable and productive world.</p> <p>They are the leading provider of Environmental, Social and Governance (ESG) performance and risk management software, data and consulting services focusing on Environment, Health, Safety & Sustainability (EHS&S), Operational Risk Management, Product Stewardship and Supply Chain Risk Management (SCRM). For more than 30 years, they have served over 7,000 customers and a million-plus users in 80 countries to optimize workflows and navigate the complex and dynamic global regulatory structure.</p> <p>Their goal is to help customers keep their people safe, their products sustainable and their operations productive.</p> <p>Currently they have a team of 8 in Japan. The role is reporting to the Global VP Sales based in the UK.</p>
Qualifications	<ul style="list-style-type: none"> • A minimum of 5+ years of successful experience in selling Enterprise Software solutions or selling chemicals to the Chemical industry. (Also open to Chemical Engineers wanting to move into a sales role) • Demonstrated success in closing large and complex sales; encourages and contributes to creative deal making; actively leverages role to close sales through appropriate sales channels and partners • Strong hunter skills • Experience should include negotiations, successful partnerships and / or joint ventures. • Has implemented successful sales strategies in changing markets. Understands the product sales cycle and challenges, including the strategies of competitors, and leverages this knowledge to hone sales strategies.
English Level	Business Conversation Level (TOEIC 735-860)

Japanese Level	Fluent(JLPT Level 1 or N1)
Chinese Level	None
Salary	JPY - Japanese Yen JPY 10000K - JPY 12000K
Salary Description	Commissions on top of base salary, double the base.
Holiday Description	Five-Day Workweek
Job Contract Period	Hiring fulltime permanent position

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