

Job Detail

Manager Level

Position Title	Senior Major Account Manager
Company Name	Thales
Activated / Updated	2024-04-15 / 2024-04-16
Job Type	Executive - Manager (Sales/Marketing) Sales/AE - IT Sales
Industry	IT Consulting
Location	Asia Japan Tokyo
Job Description	<p>Essential Duties & Responsibilities include, but are not limited to the following:</p> <ul style="list-style-type: none"> • Build executive level Thales value proposition for target customers. • Build a business plan with the customers and gain Executive commitment to move forward • Build a business account plan and perform quarterly reviews with the sales executive management. <p>This job description is not meant to be all inclusive and/or the job is subject to change.</p>
Company Info	<p>Thales people architect identity management and data protection solutions at the heart of digital security. Business and governments rely on us to bring trust to the billions of digital interactions they have with people. Our technologies and services help banks exchange funds, people cross borders, energy become smarter and much more. More than 30,000 organizations already rely on us to verify the identities of people and things, grant access to digital services, analyze vast quantities of information and encrypt data to make the connected world more secure.</p> <p>Thales Japan has been present in Japan for more than 40 years and has been responsible for expanding our business as well as supporting the local users. Thales objectives are to be an active and recognised partner for the development of infrastructure in Japan and to cooperate with Japanese companies in the export market for defence, transportation, aerospace, space and security.</p>
Qualifications	<p>Education: Bachelor's degree required</p> <p>【Qualifications】</p> <ul style="list-style-type: none"> • Experience in direct sales for new customers • Ability to find and approach the stakeholders in key accounts. • Open doors and develop relationship with key accounts by taking advantage of the created lead by marketing event or tool. • Relationship management for senior management level as a trusted partner. • Experience in closely working with/ in our competitor of Entrust is preferable. • Experience in closely working with/ in major System Integrators (NEC, Hitachi, Fujitsu, NRI.) is preferable • Experience in closely working with/ in major cloud vendors (AWS, Microsoft, Google, Oracle) is preferable • Experience in closely working with/ in major cloud Consulting firms (Accenture, Deloitte, PwC,) is preferable <p>【Skills】</p> <ul style="list-style-type: none"> • Strong and hunter type of direct sales skills to penetrate the targeted accounts. • The data security knowledge • Native Japanese language and business level English language capability • Strong communication/ presentation skills with the ability to engage with all levels (working level to senior management level) . • Understanding of decision-making process, operational model, overall business strategies, commercial flows etc. for the targeted customers. • Business planning skills and proven ability to execute and deliver on a defined plan, • Ability to thrive under pressure and to perform job functions independently with limited supervision.
English Level	Business Conversation Level (TOEIC 735-860)

Japanese Level	Native Level
Salary	Depends on experience
Job Contract Period	Hiring full-time position
Nearest Station	Minato-ku, Tokyo, 107-0052

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