

Job Detail

Executive Level

Position Title	Account Management Director Tokyo Job(8278)
Recruiter Company	Fidel Consulting KK
Company Name	Company name is private
Activated / Updated	2024-05-10 / 2024-05-10
Job Type	IT (PC, Web, Unix) - Business Application SE IT (Mainframe) - Database SE Executive - Manager (Administration)
Industry	
Location	Asia Japan Tokyo
Job Description	<p>The candidate will be responsible for generating new business from the airline industry – From a combination of existing customers and new customers.</p> <p>The candidate will focus on developing new accounts by hunting and nurturing effective relationships with key decision-makers and influencers in target airline accounts.</p> <p>Ensure high levels of customer satisfaction for the accounts under management and work closely with the delivery teams and regional teams to achieve the same</p> <p>Generate responses to qualified prospective inquiries, RFPs, and RFIs.</p> <p>Maintain detailed and accurate pipeline and sales activity forecasting and reporting.</p> <p>Work with the different Lines of Business and ensure that they participate in customer interactions.</p> <p>Provide customer/market feedback to the Lines of Businesses on the various offerings that we have</p> <p>Formulate Marketing, Branding, and Regional strategies to improve standing in the region</p>
Company Info	<p>A leading SaaS solutions provider to the travel industry globally, managing mission-critical operations for customers in the aviation, tour & cruise, and hospitality industries.</p> <p>Its Solutions for the aviation industry cover fleet and crew operations, aircraft maintenance, passenger services, loyalty programs, staff travel & air cargo management.</p> <p>It also runs a real-time B2B and B2C distribution platform providing hotel room inventory, rates, and availability to a global network of hospitality companies and channels.</p> <p>For the tour and cruise industry, they provide a comprehensive customer-centric, digital platform that covers onshore online and on-board solutions. It's a Blackstone portfolio company and operates from 11 offices across the world</p>
Qualifications	<p>Should have experience selling Aviation technology solutions for large airlines in the Asia Pacific region</p> <p>Candidate should also be a graduate in Engineering / Technology or Science and preferably with a management education.</p> <p>Should have experience in managing large accounts resulting in repeat business from the customers.</p> <p>Candidate must have a track record of developing business relationships with senior executives in the airlines to drive business growth.</p> <p>Should be well versed with the software delivery model operated by the Indian IT solution providers.</p> <p>Should have an overall experience of at least 12 years with a minimum of 3 years in direct sales</p> <p>Relationships with key IT or business stakeholders in Japanese / Korean airlines will be an added advantage.</p> <p>Candidates should have strong communication ability with business communication proficiency in Japanese (preferably JLPT N2 or better)</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	JPY - Japanese Yen JPY 17000K - JPY 20000K

Holiday Description	Compensation: Based on competence and skill set Holidays: Saturdays & Sundays, National Holidays, December 30th to January 3rd Leave: 15-day annual paid leave and 6-day annual sick leave Insurance: Health, Unemployment Insurance, Occupational Injury, and Workers' Compensation Probation Period: 3 months after the day of commencement
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