

## Job Detail

Staff Level

Position Title	Enterprise Account Executive - Software Vendor - Up to 18M
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	2024-04-30 / 2024-04-30
Job Type	Sales/AE - IT Sales
Industry	Software Vendor
Location	Asia Japan Tokyo

## Job Description

Join a high-performing APAC team and shape the future of Customer Experience in Japan.

As an Account Executive, you will sell industry-leading Digital Solutions, identify new opportunities, and forge lasting client relationships in an environment driven by innovation.

## Description

## 1. Drive Sales Growth:

- \* 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.

## 2. Manage Customer Relationships:

- \* Understand customer needs and recommend suitable solutions.
- \* Build and maintain strong relationships with existing customers.
- \* Identify upsell and expansion opportunities.

## 3. Support Sales Operations:

- \* 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.

## Profile

- \* Industry expertise: Solid direct sales experience within the enterprise software industry, focusing on complex solutions. Customer engagement / Contact Center / Monitoring are an asset.
- \* 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.

## Job Offer

- \* "Great place to work" certified company
- \* The company is investing on employees for growth - get trained and develop internally
- \* Up to 18M JPY

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.
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 &amp; Inclusive: Thrive in a team-oriented, inclusive environment that values your unique perspective and fuels your growth.</p>
English Level	Fluent (TOEIC 865-)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 11000K - JPY 18000K