

Job Detail

Manager Level

Position Title	Sustainability Solution Sales Specialist
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	2024-05-13 / 2024-05-13
Job Type	Sales/AE - Other
Industry	Finance - Other
Location	Asia Japan Tokyo
Job Description	<p>This is a chance to work in one of the prestigious financial company founded in the US as a Sustainability solutions sales specialist. This position has a responsibility to communicate with stakeholders globally and achieve sales growth and retention target for sustainability.</p> <p>Description</p> <ul style="list-style-type: none"> * Responsible for achievement of sales growth and retention targets for Sustainability, supporting ESG solutions * Establish customer centric value proposition for sustainability solution * Drive revenue results with planning revenue forecasts and sustainable strategy * Cooperate with marketing teams to enhance the individual customer experience and go-to market strategy * Establish and maintain relationship with customers and integrate their needs to product development * Create and carry out account plan for the book of business * Stay updated with the current news in a industry and plan marketing strategy <p>Profile</p> <ul style="list-style-type: none"> * Experience in Sustainability or SaaS enterprise sales with solution selling * Fluent level of English and Japanese * Skills and experiences to handle large complicated sales and work in a large corporation * Sophisticated negotiation and communication skills to understand and incorporate customers needs to products * Technical experiences with Sales Force and other commercial tools * Sophisticated skills to manage various stakeholders and grow a book of business <p>Job Offer</p> <ul style="list-style-type: none"> * Salary: 15- 25 million yen * Flexible working environment * Chance to work in a globally well-known financial corporation in the world <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Yuta Mochizuki at +81 3 6832 8932.</p>
Company Info	One of the most well-known financial companies in the world. The company provides crucial business intelligence and cloud solutions to the world.
Qualifications	<p>Experience in Sustainability or SaaS enterprise sales with solution selling</p> <p>Fluent level of English and Japanese</p> <p>Skills and experiences to handle large complicated sales and work in a large corporation</p> <p>Sophisticated negotiation and communication skills to understand and incorporate customers needs to products</p> <p>Technical experiences with Sales Force and other commercial tools</p> <p>Sophisticated skills to manage various stakeholders and grow a book of business</p>

English Level	Fluent (TOEIC 865-)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 15000K - JPY 25000K