

Job Detail

Staff Level

Position Title	Consulting Sales [ABM: Account Based Marketing]
Recruiter Company	j Career Co.,Ltd. / 株式会社 j Career
Company Name	Company name is private
Activated / Updated	2021-02-28 / 2021-02-28
Job Type	Consulting - IT System Consulting Sales/AE - IT Sales Marketing/PR - IT/System Planning
Industry	Telecommunications/Information Services
Location	Asia Japan Tokyo
Job Description	<p>Proposal for execution of ABM (Account Based Marketing) using the company's platform for start-up companies in growth period and major companies in the transition period. The mission of consulting sales is to co-create with users and lead the growth and transformation of the marketing & sales organization of user companies.</p> <p>【Job Description】</p> <ul style="list-style-type: none"> Collaborate with the inside sales team to study and implement new measures to acquire new customers Collaborate with marketing team to formulate own strategy using the company's platform Maximize LTV (LifeTimeValue) in collaboration with customer success team <p>-Feedback of new customer needs to the development team and utilize them for product improvement</p> <ul style="list-style-type: none"> Examination and implementation of other measures that will lead to business expansion <p>[Advantages of this position]</p> <ul style="list-style-type: none"> Be able to engage in marketing, organization, and cultural transformation of startups during the growth period and major clients during the transformation period. By delivering innovative services to the world, we can transform Japanese sales and marketing. Be able to embody the most advanced sales & marketing organization and deliver it to customers. <p>-Even customers who have not yet closed contracts can connect their needs to development and meet customer expectations.</p>
Company Info	<p>[Business description] Development and operation of a marketing cloud service that supports the practice of ABM</p> <p>[Company characteristics] We aim to fundamentally change the world of BtoB marketing and realize an overwhelmingly productive society. Therefore, in addition to using various technologies, we are actively introducing new technologies to speedily develop new functions and improve functions.</p> <p>[Indoor passive smoking measures at work places] Passive smoking prevention measures: Yes Measures: Smoking is prohibited in the office space, and smoking is allowed only in the separate smoking room Special note 1: Smoking room is set up (shared within office building) Special Note 2: No work in smoking areas</p>
Working Hours	Super flex system (no core time) *There are separate rules for each team
Qualifications	<p>【Prerequisite】 Experience with any of the following</p> <ul style="list-style-type: none"> Experience in IT solution sales and SaaS product sales Experience in business support consulting at a consulting firm <p>[Welcome condition]</p>

	<ul style="list-style-type: none"> • Experience in introducing MA / SFA / CRM, groupware, etc. • Knowledge of web marketing
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 5500K - JPY 12000K
Salary Description	<ul style="list-style-type: none"> • Remote work system: How and where to work depends on you. • PC selection system • Childcare subsidy system • Family allowance • Transportation payment • Café subsidy system • Complete social insurance etc
Holiday Description	Weekly two-day system, paid leave, year-end and New Year holidays, summer vacation, condolence leave, childcare / maternity leave, long vacation system (in addition to paid holidays, a welfare program that allows you to take seven consecutive holidays, including weekends, twice a year)
Job Contract Period	Full-time employment
Nearest Station	Roppongi