

求人情報

マネージャーレベル

ポジション名	Senior Sales Account Executive in USA
この求人情報の取扱い会社	株式会社ピーティーエス・ジャパン / PTS Japan K.K.
企業名	会社名非公開
掲載開始・更新	2023-09-11 / 2024-01-23
職 種	エグゼクティブ/経営 - 管理職(営業/企画系) IT関連 (その他) - セールスエンジニア
業 種	通信・情報サービス関連
勤務地	北米 アメリカ合衆国 (米国) New York 北米 アメリカ合衆国 (米国) California 北米 アメリカ合衆国 (米国) Texas
仕事内容	<p>Responsibilities:</p> <ul style="list-style-type: none">•Prospecting and soliciting new business and drive customer acquisition for KDDI America.•Qualify prospects against company criteria for ideal customers and sales.•Understanding and clear articulation of the KDDI America value proposition, key differentiators and competitive positioning to prospects including C-level executives.•Identify and qualify business opportunities to sell product and service-based IT solutions.•Cultivate long-term relationships and build trust with C-level executives and key decision makers.•Leverage industry trends and come up with compelling value propositions to address client's needs, wants and desires.•Proactively manage day-to-day client needs, reporting progress to Director of Sales, and identifying new business opportunities across the client's full range of operations.•Stay up to date on the latest technology initiatives and solutions.•Complex enterprise network accounts involving Network infrastructure, network design and custom applications.•Carrying out consultative selling, account planning and account Management with a strong emphasis on customer service.•Synthesizing abstract concepts into solutions.•Working closely with Project Management and Operations in pre-sale and post-sale activities.•Provide timely and accurate sales forecasting information and periodically perform pipeline health management to reflect the realistic opportunity workload and value•Focus on target attainment and conduct all necessary activities required to meet sales targets•Be a positive representative of the company and its brand in the marketplace•Conduct all sales activities with the highest degree of professionalism and integrity.
企業について(社風など)	KDDI America, headquartered in New York, is the US presence of Japan's KDDI Group, a Fortune Global 500 company and leading provider of international IT and communications services. KDDI America was established in 1989 and started as a telecommunications business supporting Japanese multinationals. We have now evolved into a company that provides networks, data centers, system integration, as well as managed service solutions across all industries. Our ability to customize solutions in a major city offering scalability and service that are unparalleled set KDDI America apart from the competition. We provide Ethernet network uptimes of more than 99.999% between regions and guaranteed high performance no matter where.
勤務時間	9:00 - 17:30
応募条件	<p>Requirements:</p> <ul style="list-style-type: none">•Must have in depth understanding and passion about the network and data center business and previous working background in data center and networking.•Minimum of 5 years' experience selling Data Center and Networking.•Having an established client base in NYC and surrounding area a plus.•Must have strong knowledge of network security, data center solutions, hybrid cloud, managed services, Voice over IP and a willingness to learn emerging technologies.•You are a team player who will inspire confidence among KDDI America's executive leadership team, colleagues and client partners.•Strong presentation, communication, organization, and time management skills; You are comfortable at presenting ideas to large groups.•Solid problem solving and consultative solutions-selling skills.•Self-driven, motivated and results oriented.•Excellent written and verbal communication skills•Technical aptitude and knowledge is important along with the ability to translate the complexities.•Excellent time management and organizational skills•Prior experience in maintaining successful / ongoing business partner relationships with customer base <p>Additional Requirements:</p> <ul style="list-style-type: none">•Minimum of Bachelor's degree - encompassing both technical and business disciplines would be a plus•Willingness and ability to conduct and attend meetings and field communication outside of normal working hours to accommodate teams based internationally, as needed•Ability to work effectively with clients, senior management, staff and partners•Previous experience working with/presenting to executive audience

英語能力	ビジネス会話 (TOEIC 735-860)
日本語能力	ネイティブレベル
年 収	US・ドル 8.5万ドル ～ 10万ドル (月収：US・ドル 7083ドル ～ 8333ドル)
給与に関する説明	Benefits Medical & Dental & Vision- Full Time Only Basic Life Insurance and AD&D Short-Term Disability Insurance Flexible Spending Account (FSA) Employee 401 (K) Savings Plan
休 日	Vacation Time 1st year Ten (10) days Prorated 2nd year (12) days 3rd year (14) days 4th year (16) days 5th year (18) days 6th and after (20) twenty days Thirteen Paid Holidays per year Sick Time Tuition Reimbursement Program
契約期間	Permanent Employee