

## 求人情報

スタッフレベル

ポジション名	Client Relationship Manager - IT Solutions Provider
この求人情報の取扱い会社	マイケル・ページ・インターナショナル・ジャパン株式会社/Michael Page International Japan K.K.
企業名	会社名非公開
掲載開始・更新	2024-05-02 / 2024-05-02
職種	営業 - IT・ソフトウェア・通信業界営業 営業 - 法人営業 営業 - インサイドセールス
業種	ITコンサルティング
勤務地	アジア 日本 東京都
仕事内容	<p>Be part of a global IT leader at the forefront of innovation, shaping the technological landscape for a diverse range of clients.</p> <ul style="list-style-type: none"><li>* Drive success across the Asia Pacific region for a leading IT solutions provider.</li><li>* Build enduring client relationships, be a trusted advisor &amp; deliver exceptional service.</li></ul> <p>Description</p> <ul style="list-style-type: none"><li>* Forge new client relationships and expand existing ones</li><li>* Develop and execute strategic account plans:</li><li>* Analyze client needs and challenges.</li><li>* Craft solutions aligned with their business goals.</li><li>* Build strong relationships with key decision-makers (CXOs)</li><li>* Drive client satisfaction and success</li><li>* Develop strong relationships across all client levels</li><li>* Influence investment decisions</li><li>* Work collaboratively with global teams</li><li>* Mentor and develop junior team members</li></ul> <p>Profile</p> <ul style="list-style-type: none"><li>* Excellent relationship-building and communication skills.</li><li>* Experience in managing client accounts and driving business growth.</li><li>* Strong understanding of the IT sector.</li><li>* Ability to connect with CXO and build new opportunities.</li><li>* Ability to develop and execute strategic plans.</li><li>* Proven track record of exceeding client expectations.</li></ul> <p>Job Offer</p> <ul style="list-style-type: none"><li>* Competitive compensation and benefits</li><li>* This company invests heavily in employee training and development (career progression)</li><li>* Diverse Project Landscape: Working with a wide range of clients across various industries allows you to gain experience in different technology domains and stay updated on evolving trends.</li><li>* Global presence</li><li>* Good work-life balance</li></ul> <p>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.</p>
企業について(社風など)	<ul style="list-style-type: none"><li>* Tech Experts on a Global Scale: This company is a major player in the IT industry, working with businesses internationally to keep pace with the ever-changing world of technology.</li><li>* Driving Innovation: They help companies upgrade their existing technology systems, develop cutting-edge solutions, and utilize the latest advancements like Artificial Intelligence (AI) to gain an advantage over their competitors.</li><li>* Client-Focused Approach: Building strong relationships with their clients is their top priority. They act as trusted advisors, understanding each client's specific needs and delivering tailor-made solutions that boost efficiency, streamline operations, and improve customer experiences.</li></ul>
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	日本・円 1300万円 ~ 1700万円

