

## 求人情報

マネージャーレベル

ポジション名	Sales Director, Cloud Native Software Vendor
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
業種	ソフトウェアベンダー
勤務地	アジア 日本 東京都
仕事内容	<p>Our client is looking for sales professional to lead IP networking/routing software sales to the global Tier 1 service providers in Japan. As the director will lead a sales initiative both directly and indirectly by using partners in the region.</p> <p>Description</p> <ul style="list-style-type: none"><li>* Develop sales forecasts and budgets to achieve quotas and revenue attainment.</li><li>* Able to lead strategic sales plans and programs.</li><li>* Build a team as the business and revenue growth dictates.</li><li>* Develop relationships and drive performance with distribution and service delivery partners.</li><li>* Develop and grow C-level relationships with customers and partners to develop high-level sales opportunities.</li><li>* Demonstrate leadership across all internal organizations to pull and utilize resources to achieve goals with customers.</li><li>* Be a main point of contact to implement account strategy for key customers and understand key business drivers.</li><li>* Identify product solutions and develop product offering to meet customer needs at desirable profitability margins.</li></ul> <p>Profile</p> <ul style="list-style-type: none"><li>* 5-10+ years of recent success as a Sale Manager at networking technology company with solutions toward telecom service providers.</li><li>* Good understanding and experience in the service provider networking solutions and its buying/procurement process.</li><li>* Experience working with distribution, service delivery and partner channels.</li><li>* Must possess key C level relationships at service providers and partners in Japan.</li><li>* Must be a motivated self-starter with strong ability to develop sales.</li><li>* Motivated to win deals and work in a start-up environment to work beyond boundaries.</li><li>* Excellent communication skills with solid command of English and Japanese languages</li></ul> <p>Job Offer</p> <ul style="list-style-type: none"><li>* Attractive salary and compensation package.</li><li>* Good work life balance, fully working from home available.</li><li>* Solid career progression.</li></ul> <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543</p>
企業について(社風など)	Our client is global cloud native software vendor, they do have 15 people in Japan.
応募条件	<ul style="list-style-type: none"><li>- 5-10+ years of recent success as a Sale Manager at networking technology company with solutions toward telecom service providers.</li><li>- Good understanding and experience in the service provider networking solutions and its buying/procurement process.</li><li>- Experience working with distribution, service delivery and partner channels.</li><li>- Must possess key C level relationships at service providers and partners in Japan.</li><li>- Must be a motivated self-starter with strong ability to develop sales.</li><li>- Motivated to win deals and work in a start-up environment to work beyond boundaries.</li><li>- Excellent communication skills with solid command of English and Japanese languages</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 2500万円 ~ 3000万円

休 日

Saturday and Sunday

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