

求人情報

スタッフレベル

ポジション名	Enterprise Account Executive - Software Vendor - Up to 16M
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>Join a high-performing APAC team and shape the future of Customer Experience in Japan. As an Account Executive, you will sell industry-leading Digital Solutions, identify new opportunities, craft winning solutions, and forge lasting client relationships in an environment driven by innovation.</p> <p>Description</p> <p>1. Drive Sales Growth:</p> <ul style="list-style-type: none">* Achieve sales quota through prospecting, identifying new business opportunities, and closing deals.* Manage your assigned territory and target accounts effectively.* Deliver impactful presentations and demonstrations to win customers. <p>2. Manage Customer Relationships:</p> <ul style="list-style-type: none">* Understand customer needs and recommend suitable solutions.* Build and maintain strong relationships with existing customers.* Identify upsell and expansion opportunities. <p>3. Support Sales Operations:</p> <ul style="list-style-type: none">* Prepare accurate sales orders and ensure smooth order processing.* Provide timely and accurate reports on sales activities and pipeline.* Stay updated on company products, technology, and industry trends. <p>4. Ensure Compliance:</p> <ul style="list-style-type: none">* Adhere to all company policies regarding information security, data management, and privacy. <p>Profile</p> <ul style="list-style-type: none">* Industry expertise: Solid direct sales experience within the enterprise software industry, focusing on complex solutions. Customer engagement / Contact Center / Monitoring are an asset.* Proven track record: Demonstrate a consistent record of exceeding sales targets, particularly with high-value technology products and solutions.* Academic background: Bachelor's degree in a relevant field, such as business, technology, or equivalent experience.* Sales competencies: Identifying and developing business opportunities, conducting needs assessments, delivering compelling sales presentations, and closing deals with targeted accounts.* Communication skills: Professional written and verbal communication skills in Japanese & English to effectively engage and build relationships with executives.* Negotiation and closing: Proven ability to negotiate effectively and close deals, demonstrating proficiency in qualifying prospects from both operational and financial perspectives. <p>Job Offer</p> <ul style="list-style-type: none">* Work for a company recognized as a Great place to work* Be part of the growth with opportunities for your future* Competitive salary and advantages <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)	<p>1 Customer Engagement Leader: Lead the customer experience revolution, shaping cutting-edge solutions for global brands.</p> <p>2 Global Reach, Diverse Paths: Explore a world of career opportunities, collaborating with colleagues across cultures and industries.</p> <p>3 Collaborative & Inclusive: Thrive in a team-oriented, inclusive environment that values your unique perspective and fuels your growth.</p>

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 1100万円 ~ 1600万円

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