求人情報

スタッフレベル

ポジション名	Korean Native - Sales Analyst
この求人情報の取扱い会社	Hire Pundit Japan 株式会社
企業名	会社名非公開
掲載開始・更新	2024-05-13 / 2024-05-13
職　種	IT関連（その他）- プリセールス 電機（電気/電子/半導体）- セールスエンジニア/サービスエンジニア 営業 - 海外担当営業
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	Work closely with sales to identify solution areas and create sales enablement documents (pitches, infosec questionnaires • Understand the client brief, and provide insightful sales presentations through industry research and analysis • Solutioning, identifying win themes, value propositions to create effective sales presentations. • Create pitch decks, with strong sales narratives, for cloud services across multiple industry • Run sales kick-off calls with Sales organization and stakeholders to create bid traceability matrix, collaborate with the identified bid team for timely response delivery. • Develop deep-rooted knowledge of and expertise in the vertical and cloud solutions. • Conduct industry research (BFS, Telecom, Healthcare, Manufacturing, Retail, Technology etc.) • Ensure on time delivery of high-quality content: pitch books, proposals and commercials, in line with the client approved brand, design and language guidelines. • Peer to peer mentoring and cross learning
企業について(社風など)	It s an American multinational technology company that provides business consulting, information technology and outsourcing services. It is headquartered in Teaneck, New Jersey, United States. It is part of the NASDAQ-100 and trades under CTSH. It was founded as an in-house technology unit of Dun & Bradstreet in 1994
応募条件	• Candidate with market research, enterprise sales, solution background • Experience of working in the tech industry/cloud/SaaS • Experience creating customized pitch decks at industry verticals /customer/persona level. • Ability to work under pressure & to deadlines. • Working in cross-functional teams and engaging with different stakeholders
英語能力	流暢 (TOEIC 865点以上)
その他言語1	韓国語(流暢)
年　収	日本・円 700万円 ～ 900万円
給与に関する説明	社会保険完備 交通費全給 教育研修
休　日	完全週休2日制（土・日・祝祭日） 有給休暇 慶弔休暇 傷病休暇 育児休暇

求人情報