CareerCross by JAC Recruitment

systemsGo

Account Manager

Exclusive job

Work-life balance, friendly environment!

Job Information

Hiring Company
systemsGo Corporation

Job ID
1260465

Division
Sales Department

Industry
IT Consulting

Company Type
Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Minato-ku

Train Description
Hibiya Line Station

Salary
6 million yen ~ Negotiable, based on experience

Salary Bonuses
Bonuses paid on top of indicated salary.

Salary Commission
Commission paid on top of indicated salary.

Hourly Rate
Great work-life balance

Work Hours
Mon-Fri 9am-6pm

Holidays
Starts at 13 days/yr paid leave, increases each year until 22/yr

Refreshed
April 17th, 2025 19:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level
Business Level

Minimum Education Level
Technical/Vocational College

Visa Status
Permission to work in Japan required

Job Description

Account Manager

Actual responsibilities may change depending on specific needs of the business. The below mentioned items are indicative and not collectively exhaustive.

Sales & Account Management

- Win new business for systemsGo by developing sales plans and successfully undertaking Sales-based activities to promote systemsGo Services and Solutions to new and existing clients
- Become professionally proficient in communicating the Services, Solutions and Value-Proposition of systemsGo to both internal & external parties
- Research market to identify opportunities and potential contacts
- Contact prospects and introduce the Value Proposition and Solutions of systemsGo
- Arrange meetings with prospects to formally present systemsGo Services & Solutions
- Consult with prospects and prepare Proposals based on identified needs
- Seek and respond to relevant RFIs (Request For Information), RFPs (Request For Proposal), and BEs (Budgetary Estimate) as well as general enquiries as allocated
- Create, Negotiate and Close Agreements for provision of Services and Solutions to Clients
- Liaise with existing clients for contractual issues, including invoicing and renewals
- Ensure orders, invoices and payments are processed and received in a timely manner
- Solicit additional business and penetrate existing accounts to increase revenue through expanded sales of services and/or hardware and software procurement
- Assist the delivery team to prepare proposals, submit quotations and process orders
- Enhance systemsGo's reputation by monitoring general client satisfaction with services provided, responding to client feedback and reporting regularly to Manager
- Ensure all data and information is kept up-to-date in internal processing and information management systems and various reporting tools and templates

Business Development

- Identify, explore, and develop new channel sales partners and opportunities
- Liaise, Coordinate and Communicate with local/regional/global business partners to share leads, referrals, prepare joint bids etc.
- Attend approved Business, Chamber and Other Networking Events to develop and strengthen relationships and promote systemsGo and its service offerings

Other

Successfully complete and provide updates on any other tasks and activities as assigned and directed by your Manager or Company Management.

Required Skills

Required Skill

- BusinessJapanese communications skills (JPLT1)
- Ability to use English in day-to-day business communications and be comfortable working with English-speaking colleagues.
- Direct sales experience and a track record of successfully selling IT solutions and/or related professional services to enterprise-level clientele. Ideally, be knowledgeable on providing managed services and outsourcing solutions (staffing & recruitment knowledge an advantage).

*Either apply here via CareerCross or email me directly at: Daria.Tang@systemsgo.asia

Company Description

Systems Go Co., Ltd. is an IT company headquartered in Tokyo. With branch offices in Osaka, Hong Kong, Shanghai and Singapore, we provide professional IT services across Asia. We also serve Beijing, Seoul, Bangkok, Kuala Lumpur, Hanoi and Taipei.

We specialize in IT infrastructure, system integration, project management, consulting, and human resources solutions, providing the highest level of service that cannot be found anywhere else. Our clients include global investment banks, mutual funds, pharmaceutical and biotechnology companies, law firms, IT firms, trading and manufacturing companies.

Systems Go strives to improve the work environment by providing employees with every opportunity, such as career advancement, salary review, transfer to domestic and overseas bases, and enhancement of welfare programs.

We look forward to receiving applications from highly ambitious and willing to pursue the best service with us.

systemsGo is a well-established and growing IT professional services company with offices in Tokyo, Hong Kong, Shanghai, Beijing, Singapore and also servicing clients in Seoul, Bangkok, Kuala Lumpur, Hanoi, Taipei and Hyderabad.

We provide many opportunities for career advancement, competitive salaries, excellent benefits and opportunities to travel and relocate to companies within our group. We are always seeking people with the same commitment to providing quality service, and an enthusiasm to learn and grow. We combine an enriching and satisfying employment environment with a culture of customer service excellence and an unwavering pursuit of quality through devoted adherence to process and continuous improvement.