



【Sales executive】 US West Coast

**Recruitment at a fast-growing startup**

## Job Information

### Hiring Company

[One Act, Inc.](#)

### Job ID

1454891

### Industry

Software

### Company Type

Small/Medium Company (300 employees or less)

### Job Type

Permanent Full-time

### Location

United States

### Salary

Negotiable, based on experience

### Refreshed

August 5th, 2024 02:00

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Native

### Minimum Japanese Level

None

### Minimum Education Level

Bachelor's Degree

### Visa Status

No permission to work in Japan required

## Job Description

To expand our business, we are looking for an experienced sales executive to join the team and lead on sales conversations specially in West coast of United States.

### Job Description:

The key responsibilities for sales manager position includes:

- Work with the executive team and founder to review opportunities already known to the business and develop strategic plan to target
- Collaborate with Engineering and product team to understand product and value proposition to drive effective sales strategy
- Prospect and identify new sales leads, actively seeking out new sales opportunities through cold calling, networking and social media
- Deliver sustainable growth by personally delivering a strategic sales plan – inbound and outbound
- Design, build and execute an effective pipeline to drive new business

- Bring, build and nurture effective network
  - Identify and convert new commercially viable opportunities
  - Prepare and deliver appropriate presentations on products and services
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## Required Skills

### The successful applicant:

- Hands on Sales Executive with a history of identifying and winning new opportunities in a standalone business development role.
- Experience in the Information Technology and Software Development fields would be advantageous
- Experience of implementing or influencing change through new sales process
- Experience in building. Managing and developing sales process from the scratch and setting up KPIs
- Hands on experience with daily execution through CRM like Hubspot
- Proven track record in B2B sales for minimum 5 years

### Who you are:

- Self-motivated/self-starter with a passion and drive to win new business and grow with the company.
  - Open to learning opportunities and feedback
  - Desire to carry out your own research and networking as well as working with marketing team to drive leads • Understand and execute numerous sales activities in overall sales process
  - Based on US West Coast
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## Company Description

ONE ACT is a global startup engaged in software development and AI technology development. Headquarters in Japan, it has offices in France, India, the UK, and the US.

Our main service, "PieceX", is the world's first AI-powered source code marketplace. By trading high-quality source code (text files of computer programs) globally, it revolutionizes the traditional software development process.

Buyer companies (any business or software development companies) can purchase ready-to-use software components with a guarantee, eliminating the need to develop software from scratch, and reducing traditional software development time and costs by over 80%.

Seller companies (software development companies or businesses that own the copyright to source code) can generate new recurring revenue directly from the source code itself and engage in high-profit-margin business.

PieceX already has a track record of transactions in more than 200 countries and regions worldwide, and by becoming an innovative web infrastructure that enables anyone in the world to quickly develop new services, it is creating a new economy in the world.

### Awards:

**Europe** 4YFN 2022 Best Startup Selection

**Japan** Independents Club Grand Prix 2022 Annual Grand Prix Winner

**Middle east & Africa** Supernova 2022 AI Innovator Finalist

**Japan** Tokyo New Business Conference Startup Pitch Contest Winner

**ASIA** The International Prime Awards Asia 2023 "Startup Of The Year" Selection