



# ecovadis

## Strategic Account Executive - Japanese Speaker

**Work smart, have fun and make an impact!**

### Job Information

#### Hiring Company

EcoVadis

#### Job ID

1478419

#### Industry

Other (Consulting and Professional Services)

#### Company Type

Large Company (more than 300 employees) - International Company

#### Non-Japanese Ratio

Majority Japanese

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards, Chiyoda-ku

#### Salary

Negotiable, based on experience

#### Refreshed

July 9th, 2024 11:00

### General Requirements

#### Minimum Experience Level

Over 6 years

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Native

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

#### **Our purpose is to guide all companies toward a sustainable world.**

EcoVadis is the leading provider of business sustainability ratings. Our solutions are backed by an international team of experts and powerful technology. We analyze data and build sustainability scorecards that give companies actionable insights into their environmental, social and ethical risks.

#### **Why apply to EcoVadis?**

Be a part of the global sustainability change in business. Grow your career. Work with extraordinary people. Feel valued for your contribution.

**Job Description**

The Sales team at EcoVadis is growing as we race towards our mission and we are looking for smart, motivated sales professionals to join our team. Our sales team culture is collaborative, challenging and creative with a focus on quality and achievement. EcoVadis offers development and career advancement opportunities for sales team members.

We are looking for a proven Enterprise SaaS Sales professional to play a key role in executing our strategic accounts growth. This position will be accountable for selling EcoVadis solutions to leading companies in Japan – focused on net new logos and expansion opportunities. A proven track record of delivering sales results with accountability, high energy, integrity and discipline is crucial to success on the Enterprise Sales team. This high-profile role will cover assigned accounts in the APJ region and will report to the Regional Sales Director.

**Responsibilities include:**

- Exceed quarterly and annual sales quotas
- Sell the EcoVadis solution and service to new and existing F1000 accounts
- Execute a solution-based sales process encompassing multiple groups within an account
- Define account plans that enable sales velocity through controlled and well managed sales-cycles
- Partner with EcoVadis Inside Sales, Customer Success and other internal departments to achieve rapid existing and target account growth
- Builds relationships with key executives (Partners, ESG, Sustainability, Directors) within assigned accounts.
- Interact with the current “Account Management” organization and all other EcoVadis colleagues in pursuit of overall customer satisfaction
- Develop and maintain technical and marketing knowledge of the EcoVadis solution
- Participation and involvement in applicable industry conferences both internal and external

**Required Skills****Qualifications**

- Minimum 5 years sales experience and 3 years selling enterprise software to F1000 companies
- Experience selling SaaS or Platform solutions
- Track record successfully exceeding annual quota
- Able to develop and execute full cycle sales processes involving multiple stake-holders, with a natural ability to rapidly identify and form relationships with decision makers
- Proven ability to engage, build and manage C-level and Executive relationships
- Experience selling to Procurement, ESG, Sustainability, Compliance, Supply Chain personas.
- Exceptional presentation skills - Japanese and English fluency is required
- Highly proficient in the use of Salesforce.com, experience with Sales Navigator and Salesloft a plus
- Highly professional written and oral communication skills in English and Japanese are required
- Able to work well in an international team environment
- Able to travel domestically and internationally periodically for business purposes

**Additional Information**

- Full time position
- Location: Yotsuya Tokyo

**In return for your expertise and energy, we offer:**

- Working Hours: 40 hours per week from Monday to Friday
- Social Insurance
- Commuting Allowance
- Work Model: Hybrid Work Model

**Our team’s strength comes from everyone’s uniqueness and is founded upon mutual respect.** EcoVadis commits to equity and inclusion and does not accept any form of discrimination based on color, national or ethnic origin, ancestry, citizenship, religion, beliefs, age, sex, gender identity, sexual orientation, neurodiversity, disability, parental status, or any other protected characteristic that makes you unique.

**Company Description**