



Account Executive | 包括的な企業の社会的責任（CSR）評価サービスSaaSプラットフォーム

5年以上法人ソリューション営業経験 | 「持続可能な世界」を実現しましょう！

Job Information

Hiring Company

EcoVadis

Job ID

1478420

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, Shinjuku-ku

Train Description

Marunouchi Line, Yotsuya Station

Salary

Negotiable, based on experience ~ 20 million yen

Refreshed

July 8th, 2025 13:00

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**

- 2 to 5 years of successful enterprise sales experience (B2B) along with a strong history of quota achievement required.
- Past software or consulting sales experience with preference for the following areas: procurement (would be a real plus), supply chain, CSR, sustainability, EHS.
- Experience of SaaS / Cloud solutions is a plus.
- Exceptional presentation skills required.
- Highly professional written and oral communication skills required.
- Ability to work well in an international start-up team environment.
- Native in Korean, fluency in English, Japanese are required, additional languages will be a plus.
- International exposure
- College degree required

Additional Information

- Full time position
- Location: Tokyo, Japan
- **In return for your expertise and energy, we offer:**
 - Support with all the necessary office and IT equipment
 - Flexi time working system
 - Wellness allowance for mental and physical wellbeing
 - Access to professional mental health support
 - Referral bonus policy
 - Learning and development
 - Sustainability events and community involvement
 - Peer recognition program
 - Employee-led resource groups
 - Social Insurance
 - Commuting Allowance
 - Work Model: Hybrid Work Model(4 days per month) or follow your manager's guidance
 - Remote work from abroad policy
 - Life Insurance
 - Paid employee volunteer day

Company Description