



Senior Account Executive - Japanese Speaker

Work smart, have fun and make an impact!

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, Chiyoda-ku

Salary

Negotiable, based on experience

Refreshed

July 9th, 2024 11:00

General Requirements

Minimum Experience Level

Over 3 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

- A Sales Executive's primary function is to sell EcoVadis solutions and related services to prospective enterprise customers located in South East Asia and/or India
 - Responsible for prospecting, qualifying, selling, and closing software/service revenue for new EcoVadis customers;
 - Effectively communicate the EcoVadis vision for sustainable supply chain management;
 - Builds relationships with key executives (CPO, CSR, EHS, Supply Chain) within assigned accounts;
 - Form strategic account plans including customer profiles, targeted programs, application descriptions, forecast reports, and action items;
 - Interact with the current "Account Management" organization and all other EcoVadis Colleagues in pursuit of overall customer satisfaction;
 - Assume full responsibility of quota attainment as agreed to and communicated by the Regional Sales Director;
 - Participation and involvement in applicable industry conferences both internal and external;
 - All other duties as assigned
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Required Skills

Qualifications

- 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.
- Fluency in English and Japanese are required, additional languages will be a plus.
- International exposure
- College degree required

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