



## 【1000～2000万円】 Services Sales Manager Horizon

クラウドストライク合同会社での募集です。法人営業（その他）のご経験のある方は...

### Job Information

#### Recruiter

JAC Recruitment Co., Ltd.

#### Hiring Company

クラウドストライク合同会社

#### Job ID

1478698

#### Industry

Software

#### Company Type

International Company

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

10 million yen ~ 20 million yen

#### Work Hours

09:00 ~ 18:00

#### Holidays

【有給休暇】初年度 10日 6か月目から 【休日】土 日 祝日 GW 夏季休暇 年末年始

#### Refreshed

July 4th, 2024 01:00

### General Requirements

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Native

#### Minimum Education Level

High-School or Below

#### Visa Status

Permission to work in Japan required

### Job Description

【求人No NJB2220405】

#### ■About the Role:

Crowdstrike is looking for a Services Sales Manager in the Horizon Business Unit working with our prospects and customers in Japan. We are looking for a strategic hunter who is intelligent creative and hardworking with a desire to build and grow a premier patch as a major foundation for the organisation.

The Sales Manager must be quota driven and will represent Crowdstrike in the top accounts within the region while working with the Crowdstrike Core Sales Team Horizon Team Sales Engineers and Partners on finding moving and closing

opportunities

■What You'll Do:

This position will support all aspects of the sales process and will play an integral role in the success of the overall sales team

Define and execute sales plans for the assigned territory to meet and exceed quota through prospecting qualifying managing and closing sales opportunities

Develop and manage sales pipeline to move a large number of strategic transactions through the sales process

Identify and close new opportunities for growth working with a mix of accounts

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### Required Skills

■What You'll Need: 7+ years of experience selling Professional Services with a particular focus on Incident Response and security related offerings Consistent track record of over achievement; net new logo accomplishments; and full understanding of how to leverage channel partnerships Focus on excellence in Pipeline Generation Opportunity Progression; including planning and preparation Willingness to be coached and the discipline to work a proven sales process from beginning to end Evidence of 'team sales' and the ability to use internal resources partners and team members to be successful An 'in the field' mentality leading you to meet customers prospects face to face wherever possible

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### Company Description

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