



NICE

Account Executive, Actimize

Job Information

Hiring Company

NICE Japan Company Ltd

Job ID

1479638

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

Negotiable, based on experience

Refreshed

July 8th, 2024 09:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

At NICE, we don't limit our challenges. We challenge our limits. Constantly. We're relentless. We're ambitious. And we make an impact. Our NICErs bring their A game and spend each day turning it into an A+. And if you're like us, we can offer you the kind of challenge that will light a fire within you.

So, what's the role all about?

NICE Actimize is currently seeking a dynamic individual with high energy and drive to join the team as an **Account Executive** in Japan. In this role, you will be tasked with driving new business growth within a designated set of accounts or territory. This involves prospecting, qualifying, developing, and closing deals while leveraging strong relationship management skills. By utilizing consultative selling techniques, you will align client needs with our best-of-breed solutions. Success in this role entails not only nurturing existing relationships but also actively identifying and capitalizing on opportunities to expand Actimize's presence across the enterprise.

How will you make an impact?

- Creating, driving and closing new business for designated accounts
- Achieving and exceeding annual sales quotas
- Uncovering and creating new opportunities for named accounts
- Leading the sales lifecycle from cradle to grave
- Cultivating and maintaining strong client relationships.
- Driving new relationships especially in the C Suite and with adjacent lines of business
- Owning the customer experience with a strong focus on customer satisfaction and retention

What's in it for you?

Join an ever-growing, market disrupting, global company where the teams – comprised of the best of the best – work in a fast-paced, collaborative, and creative environment! As the market leader, every day at NICE is a chance to learn and grow, and there are endless internal career opportunities across multiple roles, disciplines, domains, and locations. If you are passionate, innovative, and excited to constantly raise the bar, you may just be our next NICEr!

Enjoy NICE-FLEX!

At NICE, we work according to the NICE-FLEX hybrid model, which enables maximum flexibility: 2 days working from the office and 3 days of remote work, each week. Naturally, office days focus on face-to-face meetings, where teamwork and collaborative thinking generate innovation, new ideas, and a vibrant, interactive atmosphere.

About Actimize

NICE Actimize is the largest and broadest provider of financial crime, risk and compliance solutions for regional and global financial institutions, as well as government regulators. Consistently ranked as number one in the space, NICE Actimize experts apply innovative technology to protect institutions and safeguard consumers' and investors' assets by identifying financial crime, preventing fraud and providing regulatory compliance.

About NICE

NICE Ltd. (NASDAQ: NICE) software products are used by 25,000+ global businesses, including 85 of the Fortune 100 corporations, to deliver extraordinary customer experiences, fight financial crime and ensure public safety. Every day, NICE software manages more than 120 million customer interactions and monitors 3+ billion financial transactions.

Known as an innovation powerhouse that excels in AI, cloud and digital, NICE is consistently recognized as the market leader in its domains, with over 8,500 employees across 30+ countries.

NICE is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, age, sex, marital status, ancestry, neurotype, physical or mental disability, veteran status, gender identity, sexual orientation or any other category protected by law.

Required Skills

Have you got what it takes?

- Proven sales hunter and closer
- 6 years of enterprise software sales experience
- Excellent communication and presentation skills
- Able to lead a team in a fast paced, rapidly changing environment
- Experience selling at the "C" level in the Financial Services space

You will have an advantage if you also have:

- BA/BS preferred, preferably in business, finance or computer science
- Background in anti-fraud, compliance, and/or anti-money laundering software preferred

Company Description