

# NICE

Account Executive | ソフトウェア・SaaS業界での法人営業・ビジネスデベロップメント  
経験を活かせる

ハイブリッドワーク：週に2回出社 | 東京・大阪在住の方歓迎

## Job Information

### Hiring Company

NICE Japan Company Ltd

### Job ID

1479641

### 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 10:00

## 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.

### How will you make an impact?

- Executing extensive strategic development of initiatives targeted to specific accounts and markets that demonstrate NICE's extensive capabilities as an advanced solution provider and drive increased market share proactively. Maximizing sales activities and achieve quotas by prospecting for new accounts.
- Connecting with all levels within the customer including "C" level relationships and has a footprint across the customer organization, adopting the conversation to the audience

- Identifying opportunities and the value for customer, by mastering a deep understanding of the qualitative strategies and initiatives of the customer that articulate the goals of their company. Providing critical insights to the customer that generate best-in-class credibility and contribute to a market leadership position for the company.
- Operating as a dynamic "hunter" and demand generator, grows the addressable market by identifying the key accounts in the territory. Establishing high revenue, multi-year business plans with the target accounts. Developing road maps for large-scale implementations of our systems and services in the accounts.
- Creating a network of relationships to facilitate sales and promote alliances and partnerships. Is familiar with mapping capabilities of existing Partners and Strategic Alliance to key target areas and identifying gaps.
- Driving and leading the sales, presales, engineering and support efforts for the account to achieve business goals.
- Initiating and supporting, developing, and monitoring purchasing agreements between NICE and the customer

### 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 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.

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## Required Skills

### Have you got what it takes?

- Degree educated or equivalent
- Fluent in English and Japanese written and verbal communication
- Demonstrable track record of achieving and exceeding sales targets whilst managing a small number of large accounts
- Demonstrable track record of displacing complex or legacy software
- Commercially astute, experience in developing business case and ROI together with customer's personnel
- Ability to understand the "bigger picture" and the business drivers
- Ability to articulate the value of solutions to prospects and customers and to leverage this to drive maximum revenue opportunity
- Ability to build strong relationships at all levels of both prospect /customer organizations including C' level and internally across the business
- Developing a sales strategy in the allocated territory with a target prospect list, and a regional sales plan
- Prospect qualification, development and execution of new sales opportunities and ongoing revenue streams
- Tailoring the NICE value proposition to prospects based on in-depth research of specific business conditions and drivers

### You will have an advantage if you also have:

- Previous SaaS sales experience highly desirable
- Previous sales experience gained within software or IT sales organization (ideally within the CX space), managing multimillion-dollar deals
- New business sales focus within the Enterprise space

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