



Services Sales Manager, Actimize

Job Information

Hiring Company

NICE Japan Company Ltd

Job ID

1479642

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

June 24th, 2024 10:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

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?

As the Services Sales Manager, Actimize you will be responsible for a territory for which you will be selling Professional Services to a portfolio of existing Clients. Furthermore, the Services Sales Manager, Actimize also owns the entire process of services engagement within the sales cycle related to new license opportunities. This includes selling the value of Actimize Professional Services early in the License/Product sales cycle, to responding to the services elements of RFIs and RFPs, preparing proposals, working closely with License/Product Sales and Professional Services delivery teams to produce a Statement of Work (SOW), negotiating with clients to close Statements of Work (SOW), and successfully managing a clean hand over to the delivery team.

How will you make an impact?

- Owning the end-to-end services sales cycle from lead- and pipeline generation, to crafting compelling value propositions based on Client/s and prospects needs to negotiation and closure
- Defining and executing the services sales territory plan and services sales account plans
- Net new pipeline generation for stand-alone services
- Developing and managing senior stakeholder relationships
- Managing services sales account
- Working with Product/License Sales and Pre-sales specialists in the designated region, to provide services related responses to RFIs and RFPs
- Contributing to the Services RFP library, any improved or new responses to the Services portion of an RFI/RFP.
- Working with Pre-sales specialists and Sales Managers to understand solution scope, and recommending most favorable positioning of services
- Working with the service delivery teams to achieve early alignment in preparation for delivery
- Demonstrating a high level of ownership of services opportunities.
- Developing effort estimates using an in-house developed estimating tool.
- Preparing proposals using in-house developed templates.
- Preparing SOW's using in-house developed templates.
- Assisting the team in the creation, maintenance and distribution of Professional Services sales materials and templates.

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?**

- Native Japanese language fluency level – Required
- Financial services experience (banking, brokerage or insurance) – Required
- Knowledge of brokerage/deal surveillance, anti-money laundering (AML) and/or fraud prevention – Required
- External Consulting or Professional Services experience as a vendor with selling Services – Required

You will have an advantage if you also have:

- Experience with selling into senior stakeholders within the Financial Services industry including C-Level suite
- Strong business/finance acumen and seasoned in complex deal structuring and business case build
- Excellent written and verbal presentation and communication skills
- Comfortable with internal and external negotiation
- Able to articulate the value of services as part of an overall solution sale
- Client facing manner

- Ability to problem solve and thrive in a fast-paced and a dynamic environment on strict deadlines whilst managing multiple opportunities at once
- Strong sense of ownership for your work product
- Team oriented
- Ability to travel 20% of the time

Company Description