



Michael Page

www.michaelpage.co.jp

Account Executive, AI Software Vendor

Account Executive, Global Software

Job Information

Recruiter

Michael Page

Job ID

1485246

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

20 million yen ~ 25 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Holidays

Saturday and Sunday

Refreshed

July 4th, 2024 15:40

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 client is looking for Account Executive, on this role you will be responsible for developing and executing the opportunity strategy to sell our clients services to our prospective customers while establishing, building, and maintaining close professional external relationships.

Client Details

Our client is global provider of cloud-based platform designed to help businesses improve their supply chain management and planning processes. They have 20 people in Japan.

Description

- Apply business and industry knowledge experience to understand how key factors impact business strategies and customer organisations in areas such as industry trends, global business perspectives, and organisational functions.
- Partner with internal teams to develop and present pitches and live software demonstrations
- Builds business partnerships and develops key customer relationships to maximise account profitability.
- Understands the customer's business and aligns account strategies to customer goals
- Conducts competitive analysis of competitor's offerings and strategies, and maintains awareness of the competitive environment.
- Negotiates with others by identifying desired outcomes, organisational priorities, and appropriate strategies and concessions.

Job Offer

- Attractive compensation and benefits package.
- Good work life balance, fully working from home is available.
- Stocks and RSUs available.
- Good career progression.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543

Required Skills

- Direct sales experience with a proven track record of top performance and direct quota-carrying experience.
- Understanding and strong affinity with supply chain transformation highly appreciated.
- Excellent presentation skills, as this is a client-facing role within the organisation
- Ability to build trust from senior-level management and executives
- Fluent Japanese and business English.

Company Description

Our client is global provider of cloud-based platform designed to help businesses improve their supply chain management and planning processes. They have 20 people in Japan.