



Alliances Executive

o9ソリューションズ・ジャパン株式会社での募集です。 代理店営業のご経験のある...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

o9ソリューションズ・ジャパン株式会社

Job ID

1485414

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5.5 million yen ~ 18 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】初年度 10日 1か月目から 【休日】完全週休二日制 土 日 祝日

Refreshed

July 4th, 2024 17:22

General Requirements

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

【求人No NJB2238480】

About the role...

As a Alliances Director you will be responsible for the management execution and expansion of strategic Alliance Partners for o9 Solutions. Your primary responsibility is the development of strategies and relationship expansion to grow revenue and market presence. You will recruit develop and drive strategic relationships with key partners establishing strong go to market strategies and setting clear expectations for business success. You will represent o9 by evangelizing our partners and

generating new leads for our Sales team. Our partners are all over the region so you will need to travel extensively.

What you'll do for us...

- Develop long term vision and goals for company growth and Alliance Partnerships.
- Create and implement viable business plans to ensure long term goals are realized.
- Maintain and nurture relationships with senior leaders of Alliance Partners to ensure all parties are satisfied with progress and outcome of partnerships.
- Responsible for securing external partnerships including contacting key stakeholders securing appointments developing proposals making presentations and negotiating business deals to contract completion.
- Maintain and expand key stakeholder contact networks and work closely with internal teams to identify and expand networks.
- Be the representative of o9 and encourage our Alliance Partners (such as Accenture Deloitte Boston Consulting Group SCSK NEC Hitachi Solutions Microsoft and others) wherever you go.
- Conduct introductory and second level training and demos for our Alliance Partners their Industry/Client Leads and Teams.
- Develop joint proposals project plans and offerings for prospects and partners.
- Visit partners and attend events throughout the region.
- Coordinate and manage go to market programs with Alliance Partners.
- Gain thorough knowledge about the o9 platform and its value.

What we'll do for you...

- Competitive salary
- Stock options to eligible candidates
- High growth organization very strong entrepreneurial culture and no corporate politics.
- Flat organization: With a very strong entrepreneurial culture (and no corporate politics) .
- Support network: Work with a team you can learn from and every day.
- Diversity: We pride ourselves on our international working environment
- Work Life Balance

Required Skills

What you'll have... **■Experience:** · Minimum of 5+ years of IT Software SaaS experience combined with 10+ years of experience with Account Executive Project Management and/or tier one Consulting Firm · Partner Sales Partner Sales Manager experience is a must (with engagement and/or jointly business development experience with those partners above is a big plus) **■Education:** · A Master's degree preferred MBA from top tier University **■Characteristics:** · You are a Strategic thinker who blends consulting and business strategy to develop compelling plans for new partner initiatives. · Demonstrated ability to develop and lead multiple strategic partnerships · Demonstrate thorough knowledge of industry best practices business processes and value propositions in the supply chain process optimization domain · Disciplined and structured in mapping out key stakeholders to build relationships with · Demonstrate deals trace throughout MBR/QBR cadence to ensure pipeline · We really value team spirit: Transparency and frequent communication is key. At o9 this is not limited by hierarchy distance or function

Company Description

計画、分析、データを最適化するためのAIプラットフォームの日本市場における販売・マーケティング、コンサルティング、サポート等