



Michael Page

www.michaelpage.co.jp

Pre-sales at US SaaS Company

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Job Information

Recruiter

Michael Page

Job ID

1485692

Industry

Software

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 25 million yen

Refreshed

July 8th, 2024 10:21

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This is a fast-growing US SaaS company who provides AI/ML-powered Supply Chain Planning platform.

We are looking for bilingual Pre-sales who will be responsible for demonstrations, C-level technical discussions, and converting leads to more advanced stages of the sales funnel.

Client Details

This company is a global SaaS company base in the US. They helps businesses worldwide predict demand and optimize their supply chain with cutting-edge AI and fully cloud-native.

The company operates with a high-energy, values-driven, and people-centric culture, aiming to be the most valuable partner to clients. With leading enterprise clients in Japan and major global enterprises in all continents, the company's business is growing rapidly.

Description

- Present the unique value of our solutions through engaging narratives, positioning them as transformative tools that optimize operational practices and simplify complexities.
- Engage with clients to understand their business needs and challenges through collaborative sessions and demonstrations.
- Collaborate with internal teams to develop solution designs, demonstrations, and proof-of-concepts.
- Leverage your innovative thinking and business acumen to develop practical solutions aligned with client requirements.
- Manage the creation of proposals, discovery processes, and platform showcases, ensuring alignment with strategic objectives.
- Tailor industry-specific demonstrations within our platform to cater to diverse customer and industry needs.
- Document and transfer deal insights to facilitate a seamless transition for sales teams, ensuring prospects progress smoothly through the sales pipeline.

Job Offer

- Competitive salary
- Flexible working style.
- Full-remote work possible
- Cutting-edge AI technology in supply chain planning
- Growing technology company
- Stock option available

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Mana Chuabangon +81 3 6627 6080.

Required Skills

- Experience in a pre-sales, solution consulting, or similar roles within the software, SaaS, or technology industry (we are hiring all level)
 - Business level Japanese to communicate with clients
 - Business Level English to communicate with internal global teams
 - Good to have knowledge and experience in supply chain planning process and enterprise planning applications, especially in demand and supply chain planning area
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Company Description

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