



# Michael Page

[www.michaelpage.co.jp](http://www.michaelpage.co.jp)

## Account Manager - Software Solutions for Automotive

### Account Manager - Software Solutions

#### Job Information

**Recruiter**
[Michael Page](#)
**Job ID**

1486428

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

12 million yen ~ 17 million yen

**Refreshed**

July 18th, 2024 14:28

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

High-School or Below

**Visa Status**

Permission to work in Japan required

#### Job Description

As an Account Manager, you'll lead solution sales activities for cutting-edge software products tailored to the automotive industry. Collaborate with cross-functional teams, establish and nurture client relationships, and contribute to our mission of advancing automotive technology.

#### Client Details

Our client, based in Europe, is a recognized global leader in providing integrated development environments and software solutions. With a focus on cross-platform development, they're expanding their reach within the Japanese market, partnering with clients across industries.

#### Description

- **Drive Sales Excellence:** Manage end-to-end solution sales activities for our software products within the automotive sector, from concept to contract negotiation.
- **Innovative Problem Solving:** Understand complex customer needs, identify pain points, and craft compelling software-based solutions.
- **Collaborative Approach:** Collaborate effectively with internal stakeholders, harnessing collective expertise to optimize resource utilization and ensure successful project outcomes.

- Relationship Cultivation: Foster long-term, strategic relationships with existing accounts, while actively seeking opportunities for account expansion.
- New Business Growth: Identify, target, and cultivate new accounts, contributing directly to our business growth trajectory.

#### **Job Offer**

- The chance to shape the future of the automotive industry using state-of-the-art software solutions.
- An inclusive, collaborative work environment that fosters personal and professional growth.
- Competitive compensation package, inclusive of benefits and performance-driven incentives.
- Opportunity to collaborate with a diverse, globally distributed team of talented professionals.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Peryhan Essam on +813 6832 8691.

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#### **Required Skills**

- Proficiency in Japanese and English skills.
  - Successful history in software solution sales.
  - Proficiency in selling software licenses to influential decision-makers, including C-level engineering managers and technical directors.
  - Demonstrated ability in identifying prospective customers and generating leads.
  - Understanding of embedded device or software development processes, with a technical background as an advantage.
  - Previous exposure to HMI-related products.
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