



【1500～2700万円】 Looker Sales Specialist Business Intelligence Go...

グーグル・クラウド・ジャパン合同会社での募集です。 アカウントエグゼクティブ...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

グーグル・クラウド・ジャパン合同会社

Job ID

1487728

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 25 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 GW 年末年始 ※夏季休暇は個人の裁量で有給...

Refreshed

August 30th, 2024 03:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2231846】

■職務概要：

Google Cloud社の所属のLooker Sales Specialistとして、同社が持つ、Business Intelligence製品・ソリューションの提案活動を行っていただきます。

・重要クライアントに対するアカウントマネジメント業務

- ・担当顧客【Enterprise】に対する最注力製品を軸にしたソリューション提案
- ・担当領域での新規開拓営業
- ・マーケティングチーム、エンジニアチームとの協業

■Responsibility :

As a Looker Sales Specialist you will be a business advocate for our prospects and customers. You will work closely to understand their needs and demonstrate how Looker can add value to their data workflows. You'll partner closely with your technical counterparts to acquire new customers expand relationships and cultivate business growth.

Looker is a unified platform that powers data experiences and delivers actionable business insights to employees at the point of decision. Looker integrates data into the daily workflows of users to allow organizations to extract value from data at web scale.

Own your number calibrate the business against the objectives and key results accurately forecast and report the state of the business for your territory.

Build and maintain executive relationships with customers as the Data Analytics Subject Matter Expert and influence long term strategic direction for customers as well as Google Cloud Field Sales Representatives (FSRs) and Customer Engineers (CEs) .

Assist customers in identifying use cases suitable for Google Cloud Data and Analytics solutions. Articulate key solution differentiators and the measurable business impact.

Work with Google Account and Technical teams to develop and drive pipelines and provide expertise.

Execute go to market business plays and related efforts with Google Cloud teams and Google Cloud Platform (GCP) partners.

Required Skills

【必須】

- ・5年以上のITベンダーまたはITソリューションプロバイダーでの直販経験
(SaaS / Business Intelligence (BI) / クラウド / セキュリティ / プラットフォーム / etc.)

【尚可】

- ・ビジネスレベルの英語力

■Minimum qualifications:

Bachelor's degree in Business Finance Economics Analytics similar field or equivalent practical experience.

10 years of experience in technology sales or business development at a B2B software company.

5 years of experience in a SaaS business role in business intelligence or analytics.

■Preferred qualifications:

Experience conveying technical principles in a consultative/clear way.

Experience articulating how customers can achieve value and quantifying business impact.

Passion for data and how customers can get value out of data insights.

Company Description

米国カリフォルニア州に本社を置く外資系企業の日本法人。クラウドを活用したツール「Google Platform」の運営を行うビッグ・テックカンパニー。