



【1000～2000万円】 Services Sales Manager Horizon

クラウドストライク合同会社での募集です。法人営業（その他）のご経験のある方は...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

クラウドストライク合同会社

Job ID

1487791

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 20 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】初年度 10日 6か月目から 【休日】土 日 祝日 GW 夏季休暇 年末年始

Refreshed

August 30th, 2024 04:00

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 NJB2220405】

■About the Role:

Crowdstrike is looking for a Services Sales Manager in the Horizon Business Unit working with our prospects and customers in Japan. We are looking for a strategic hunter who is intelligent creative and hardworking with a desire to build and grow a premier patch as a major foundation for the organisation.

The Sales Manager must be quota driven and will represent Crowdstrike in the top accounts within the region while working with the Crowdstrike Core Sales Team Horizon Team Sales Engineers and Partners on finding moving and closing

opportunities

■What You'll Do:

This position will support all aspects of the sales process and will play an integral role in the success of the overall sales team

Define and execute sales plans for the assigned territory to meet and exceed quota through prospecting qualifying managing and closing sales opportunities

Develop and manage sales pipeline to move a large number of strategic transactions through the sales process

Identify and close new opportunities for growth working with a mix of accounts

Required Skills

■What You'll Need:

7+ years of experience selling Professional Services with a particular focus on Incident Response and security related offerings

Consistent track record of over achievement; net new logo accomplishments; and full understanding of how to leverage channel partnerships

Focus on excellence in Pipeline Generation Opportunity Progression; including planning and preparation

Willingness to be coached and the discipline to work a proven sales process from beginning to end

Evidence of 'team sales' and the ability to use internal resources partners and team members to be successful

An 'in the field' mentality leading you to meet customers prospects face to face wherever possible

Company Description

クラウドストライク・ホールディングスは米国のサイバーセキュリティテクノロジー持株会社。子会社を通じて、SaaSサブスクリプションベースでサービスを提供。ファルコン（Falcon）プラットフォームを介して次世代エンドポイント保護、脆弱性管理を含むIT運用、脅威インテリジェンスの活用などを取り扱う。本社所在地はカリフォルニア州サニーベール。