

FinTech - PreSales (Credit Risk)

PreSales - FinTech

Job Information

Recruiter

Robert Half Japan Ltd.

Job ID

1491141

Industry

Bank, Trust Bank

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 13 million yen

Refreshed

August 21st, 2024 14:11

General Requirements

Minimum Experience Level

Over 1 year

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

Company Profile

The company is a prominent player in the FinTech industry, headquartered in NY.

The Role

In this role, you will play a crucial role in expanding business within your designated territory and product lines. Collaborating closely with sales teams, you will help qualify leads, manage sales cycles, and support deal closures.

- Responding to functional and technical queries in RFIs and RFPs.
- Supporting the sales team by addressing sales-related inquiries.
- Creating and delivering pre-sales documentation.

- Leading product presentations and demonstrations for prospects and clients.
- Developing and maintaining use cases and demonstration setups for specific software modules.
- Conducting product workshops and proofs of concept for clients and prospects.
- Working closely with product management and marketing teams.
- Assisting sales agents, distributors, and partners throughout the sales process.

Your Skills

- Prior experience in sales or relationship management from banking, securities or brokerage firms & having sold to financial institutions.
- 3 years of relevant experience in banking, software, consulting, or research roles within a financial environment.
- Knowledge of credit risk related products is a plus.
- Native Japanese & Business level English.

Location

Tokyo

Salary

8MBase + 100% Commission (16M OTE) - 13MBase + 100% Commission (26M OTE) JPY

Selling points

- Market leader in the segment where this firm operates in.
- International company with a global scope.

Reference Number: 06940-0013050898

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Company Description

Founded in 1948, Robert Half pioneered the idea of professional talent solutions and is now the world leader in placing accounting, finance, banking, and technology professionals, as well as sourcing and placing candidates for executive search.

With more than 300 offices worldwide, Robert Half makes it easy for job candidates to find the services they need, with office locations in Tokyo and Osaka, Japan.

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