

Software Sales Executive [next-generation retail applications]

Full remote

Job Information

Recruiter

Robert Half Japan Ltd.

Job ID

1493091

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

18 million yen ~ 25 million yen

Refreshed

September 3rd, 2024 15:04

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Company Profile

A RetailTech (SaaS) is now experiencing tremendous growth in Japan - offering unique and powerful solutions that help the most renowned retail companies meet their digital transformation objectives. They will be launching a new solution in Japan/APAC 2024 and now seeking a bilingual Sales Manager to lead the launch of this new product to the Japanese market.

The Role

The Sales Executive will be leading the launch of a new powerful RetailTech product now being introduced to the Japanese market.

- Drive net new sales and revenue targets within the designated territories within the retail segment
- Engage in all aspects of planning and executing complex enterprise sales cycles from strategic account planning, identify opportunities, pipeline generation to closure
- Report to Global VP of Sales based in the EU
- Translate customer pain points to sales opportunities
- Engage in go-to-market activities together and determine where to play and how to win

Your Skills

- 5 + years of excellent track record selling enterprise solutions
- Preferably experience selling into Retail (CPG or FMCG) customers
- Proven ability to quickly learn new technologies quickly and understand how to best position this in the market
- Excellent communication skills and ability to influence senior stakeholders
- Bilingual (Japanese/English) proficiency

Location

Tokyo 23 wards

Salary

18 M - 24 M JPY

Selling points

- Opportunity to bring a new solution to the Japanese market
- Report to a senior executive in the EU - perfect environment for an ambitious sales professional who wants to take his/her career to the next level!
- International environment, friendly and open culture
- Full remote

Reference Number: 06940-0012877847

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Company Description

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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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