



# PLAYBOOK

## Sales Manager - Software

### Job Information

**Recruiter**

[Playbook](#)

**Hiring Company**

ERP Company in Japan

**Job ID**

1493133

**Industry**

Software

**Company Type**

Large Company (more than 300 employees) - International Company

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Chiyoda-ku

**Salary**

15 million yen ~ 18 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

November 13th, 2024 02:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation (Amount Used: English usage about 10%)

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Technical/Vocational College

**Visa Status**

Permission to work in Japan required

### Job Description

Our client is looking for a Sales Manager focused on hunting new commercial logos. They are an ERP solution provider and looking for candidates from Enterprise Software background carrying quotas of 1mil USD.

- Deliver and exceed annual sales targets for new business acquisition
- Build and execute territory sales strategies, collaborating with other internal Veson groups as required
- Lead end to end sales process from prospecting through close including lead generation, qualification, client meetings, RFP's, workshops, proposal and contract negotiation
- Independently build own pipeline and through consistent and proactive prospecting activities
- Validate client workflow and engage appropriate internal resources where necessary
- Diligently track and manage all opportunities in Salesforce
- Maintain strong product knowledge of Veson solutions, competitive offerings and technology partners
- Collaborate with relevant management resources to drive product and messaging strategies to differentiate our solutions

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## Required Skills

- 10+ years new business sales experience selling B2B, business critical, SaaS enterprise software solutions and services e.g. ERP, ETRM, CTRM, Enterprise Accounting, Banking, trading or finance related
- Please note you do not need ERP sales background.
- Business level written and verbal fluency in Japanese (Native or JLPTN1) and English
- An experienced industry professional with proven track record of achieving/exceeding set sales goals
- Strong prospecting and networking ability
- Skilled in establishing, developing and maintaining key relationships within target accounts, managing multiple stakeholders at all levels including CxO
- Ability to work independently with attention to detail and strong time management skills
- Maritime/shipping or commodity trading industry knowledge and existing network of relationships a strong plus
- Experience using a CRM (Salesforce, etc)

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## Company Description