



PLAYBOOK

Sales Manager - Software

Job Information

Recruiter

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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

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)

Company Description