



【800～2000万円】 パートナーセールス

外資系ソフトウェア企業での募集です。IT営業のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資系ソフトウェア企業

Job ID

1495652

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 20 million yen

Work Hours

09:30 ~ 18:00

Holidays

【有給休暇】初年度 15日 3か月目から 【休日】完全週休二日制 年末年始 有給休暇は、入社月により有給休暇は按分付与 祝日、...

Refreshed

October 10th, 2024 13:00

General Requirements

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

【求人No NJB2244724】

■RESPONSIBILITIES

- ・ Responsible for selling solutions in a specified region through channel partners while exhibiting Channel principles. Owns the sales plan for specified region .
- ・ Provide hands on leadership for sales opportunities.
- ・ Gain access and drive relationships with senior level customer executives .

- Coach and motivate channel partner representatives to grow their selling skills.
 - Make joint customer visits and ensure sales technical and principal trainings and certifications are performed in a timely manner . .
 - Provide accurate and timely forecast. Review forecast and pipeline with channel partners on a regular basis . .
 - Manage partner capacity and capabilities.
 - Ensure successful implementation of Partner Program including marketing programs to achieve success and effectively manage and develop the region for future growth . .
 - Mediate channel partner requests and/or issues: customer pricing discounting special offerings customer concerns such as software performance issues and assist in development of tactical solution strategies. Interface directly with customers to ensure satisfaction with solutions . .
 - Assist regional sales leader in analyzing regional business trends industries competitors and market data to set market coverage strategy. If needed also aid with Go To Market model definition channel recruitment onboarding and development . .
 - Act as a liaison between channel partners and Business Units Marketing Legal Finance and Business Operations to ensure efficient workflows and problem solving . .
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Required Skills

■Minimum Education/Certification Requirements and Experience

- Education Years of Experience: Bachelor's degree in technical engineering business or related field with 6+ years successful sales key accounts and indirect channel account management experience in software industry OR 8+ years successful sales key accounts and indirect channel account management experience in software industry. .
- Demonstrated understanding of scientific or technical software products/services pricing / licensing practices and consultative selling skills
- Excellent time management communication decision making human relations presentation and organization skills
- Excellent contract negotiation abilities with key accounts.
- Strong analytical planning coaching and communication skills . .
- Travel: up to 50%

■Preferred Qualifications and Skills

- Fluent in English and in the local language of the territory
 - MBA or advanced degree
 - Simulation / PLM software Industry experience
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Company Description

ご紹介時にご案内いたします