



Associate Director – Private Markets, Japan

Fortune 500 Company

Job Information

Recruiter

iWill Capital G.K.

Job ID

1499427

Industry

Other (Banking and Financial Services)

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

17 million yen ~ 30 million yen

Refreshed

November 14th, 2024 07:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Fluent (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Objective: Drive business growth and customer acquisition in the Private Markets segment by leveraging strategic sales techniques and building strong client relationships.

Key Responsibilities:

1. Market Development:

- Identify and qualify prospects across various segments of private markets through targeted networking, leveraging existing relationships, and proactive outreach.

2. Pipeline Management:

- Build and manage a sustainable pipeline of opportunities by continually developing new prospects.

3. Sales Strategy Execution:

- Understand prospect buying behavior and tailor the sales process to facilitate decision-making.

4. Value Alignment:

- Engage with stakeholders to highlight the value of private markets solutions, focusing on addressing specific business challenges.

5. Collaboration with Pre-Sales:

- Work closely with the Pre-Sales Engineers to align offerings with client needs through demonstrations and information gathering.

6. Cross-Team Collaboration:

- Collaborate with services, training, support, and product teams to enhance client experience and solution delivery.

7. Reporting and Strategy:

- Report directly to the regional Sales Director and contribute to the overall sales strategy for new customer acquisition and cross-selling.

Ideal Candidate:

- Experienced in sales, particularly in private markets or financial services.
- Strong relationship-building and strategic selling skills.
- Passionate about driving customer success and able to work in a fast-paced, collaborative environment.

This role is crucial for expanding the General & Limited Partner customer base and ensuring the successful adoption of industry-leading software and data services.

Required Skills**What You'll Need:**

- Proven track record of sales success with a particular focus on new customer acquisition
- Native or business proficiency in Japanese
- 8-10 years of experience working in sales role
- Excellent communication and interpersonal skills with an aptitude for consultative-selling techniques
- Ability to manage complex sales and client negotiations
- Strong time management and project management skills
- Team player and willing to progress in a rapidly growing environment
- Ability to inspire and influence peers and colleagues across the firm
- Exceptional organization skills

A Plus If You Have:

- Software Solutions selling experience
- Experience with portfolio management software such as eFront, Burgiss etc.
- Network of Investment Managers, PE contacts (e.g. asset management firms, investment consulting firms, pension funds, insurance companies)
- Previous working experience utilizing Salesforce as a CRM

Company Description