



【1200～2000万円】法人営業責任者 [B2B]Commercial Sales Lead

ASUS JAPAN株式会社での募集です。法人営業（その他）のご経験のある方...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

ASUS JAPAN株式会社

Job ID

1505770

Industry

Hardware

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 20 million yen

Work Hours

09:30 ~ 18:30

Holidays

【有給休暇】初年度 10日 6か月目から 【休日】完全週休二日制 土 日 祝日 夏季休暇 年末年始 年末年始休暇（8日間）・
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Refreshed

November 21st, 2024 16:55

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 NJB2209473】

【Business Development】

- ・ develops a trusted advisor relationship to establish alignment with channel partners' senior decision makers.
- ・ Leads collaboration with internal teams to support channel partners and leverage resources.
- ・ Prioritizes selling Laptops desktops and All in one devices and services.
- ・ Works with internal team members and external partners to develop business plans that generate revenue and margin.

- Manages and executes complex account plans to ensure sales goals.
- Creates and distributes internal reports.
- Reconciles partner reporting data tracks key performance indicators (KPIs) and drives actionable outcomes.
- Forecasts managed products and/or partner accounts.

[Relationship Building and Management]

- Leads collaboration with internal teams (e.g. sales FAE marketing CPM Admin) to support partners and leverage resources. Shares overall business plans with key partners and drives actions with internal teams.
- Actively participates and speaks at internal and external events and training by acting as a ASUS ambassador to grow a strong network and remain up to date on industry competitor and market trends. Serves as a resource to partners. Ensures learning from events are landed within their team and provides input and feedback to improve overall event strategy.
- To build up/train the team to manage/expand the channel partners and coverage.

[Account Management]

- Works with internal team and partners to develop joint business plans and convert market opportunities into concrete objectives.
- Develops short and long term goals budgets solution strategies and performance expectations that are aligned with partners' needs and capabilities and align short term plans with long term priorities. Advocates for the adoption of plans within partner organizations and creates mutual accountability between ASUS and partners.
- Manages and executes complex account plans to ensure ASUS and partner sales goals budgets and forecasts are on target. Coordinates with key accounts on plan execution.
- Creates and distributes internal reports to senior leaders that include detailed account updates metrics (e.g. leads frequency yield transaction size) and performance reviews to ensure revenue and activation targets are met. Evaluates the state of business and provides input on how accounts are performing.
- Forecasts managed products and/or partner accounts for their team to examine trends monitor progress and identify opportunities for growth. Addresses gaps for overall team accountability and aligns forecasts across the team.

Required Skills

<Required/Minimum Qualifications>

- 7+ years commercial partner management sales business development platform ecosystem/network or partner channel development in the technology industry
- 1+ year (s) experience with planning budgeting and other project management activities.
- A good understand of the PC IT industry (B to B business model)

Company Description

【概要】世界中で大好評を博した「Eee PC」を持つ外資トップクラスメーカーASUSTeK Computer Inc. (エイーステック コンピューター) の日本法人。グループ全体で従業員は約10万人、資本金は1220億円です。【PC世界マーケットシェアランク世界6位】現在は世界第6位ですが、今後3年以内に3位を目指しています。マザーボードに関しては50%以上のシェアをとりBCNランキング17年連続NO1です。後はEeePCを送り出すなど、開発力もあります。工場拡大や新製品への開発投資など、スピード感を持って活動しています。【事業内容】マザーボード、ビデオカード、光学ストレージ等のコンポーネントからデスクトップペーパーシステム、サーバー、ノート PC、PDA、ネットワークデバイス、ブロードバンド機器、携帯電話にまで多岐に渡っています。日系メーカーのPCも、実は同社の部品が提供されているケースが非常に多く、PC部品・周辺機器の分野でも世界的なトップメーカーです。2007年には299ドルPCを発売、2010年には3Dコンテンツを楽しめるノートPCを発売するなど、多くの話題を呼んでいます。