



Senior Deal Desk Specialist

大手外資系ソフトウェア企業での募集です。営業アシスタントのご経験のある方は歓迎...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

大手外資系ソフトウェア企業

Job ID

1507933

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7.5 million yen ~ 10 million yen

Work Hours

09:30 ~ 18:00

Holidays

【有給休暇】有給休暇は入社時から付与されます 初年度 15日 1か月目から 【休日】完全週休二日制 年末年始

Refreshed

December 5th, 2024 18:19

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2266797】

■Summary / Role Purpose

The Senior Deal Desk Specialist will provide deal structure guidance and recommendations to the Sales team that balance a compliant data driven business and collaborative approach with creative thinking to meet customer needs. This includes leading and coordinating the internal deal process and providing proactive and flexible support between multiple teams throughout the deal cycle from initial proposal to final signature and booking.

■Key Duties and Responsibilities

- Manage complex deal structures and approvals for your region
 - Partner with the Sales organization particularly our Strategic and Enterprise Accounts Sales team as a trusted advisor for the deal construct and negotiation process of complex transactions.
 - Provide deal structure guidance and creative solutions by fully understanding various licensing models deal structures and pricing to support the sales organization while maintaining internal pricing standards.
 - Initiates and executes training sessions and discussions for the global Sales Team on Deal Architecture.
 - Interprets customer usage reports to assist the global Sales and Sales Operations Order Teams to help maximize the full potential of an existing agreement.
 - Works in collaboration with Pricing and Finance for the most current list of products and third party royalties.
 - Assists with multi year agreement product offerings and will be a subject matter expert on current price books.
 - Works closely with the Director Global Deal Desk in providing accurate revenue and booking information for each Deal Desk agreement and will be a subject matter expert on revenue recognition and order processing.
 - Collaborates with Legal and Business Operations teams in optimizing and streamlining customer facing documentation.
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Required Skills**■Minimum Education/Certification Requirements and Experience**

- 8+ years of related experience in deal desk finance contracts or sales operations positions.
- Ability to read understand and draft contractual business terms and conditions.
- Must have extensive knowledge with software revenue recognition policies
- Understanding of revenue recognition principles and US GAAP.
- Ability to break down complex ideas and issues and communicate in simple terms to different levels of the organization.
- Excellent communication and presentation skills (written and verbal) .
- Experience working in a fast paced environment.
- Experience and understanding of the SaaS and Consumption business models.
- Strong customer service orientation and a desire to help others succeed.

■Preferred Qualifications and Skills

- MBA or related relevant area.
 - Previous experience with complex contract negotiations and long sales cycles.
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Company Description

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