



PR/094610 | Enterprise Account Executive

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1512672

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Canada

Salary

Negotiable, based on experience

Refreshed

February 19th, 2025 12:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client has the power to revolutionize the intersection of technology, digital trust and online identity to open the global economy to everyone, shape the digital future.

JOB RESPONSIBILITIES

- Create and build relationships with existing strategic customers to drive revenues and expansion of products into the organization
- Work closely with customer success managers on account strategy
- Progress all opportunities through the sales cycle diligently and professionally, while balancing conversion and longer-term business opportunities
- Coordinate our customer's evaluation of including leveraging solution engineers and other product experts, performing demos, and using mutual project plans.
- Update Salesforce database with information regularly
- Build trusting relationships with existing strategic customers by understanding and foreseeing how our products can meet their needs

JOB REQUIREMENTS

- Opportunity management and stakeholder engagement through the sales cycle
- Manage contract negotiations
- Team player with a positive and infectious attitude
- Exceptional verbal and written communication skills to successfully articulate technical product specifications and product value propositions
- Strong relationship-building and interpersonal skills
- Self-motivated, detailed-oriented and a big appetite for high achievement
- Strong business and technical aptitude with a proven ability to quickly learn new technologies
- Previous B2B experience in a software account executive/account management role within a tech environment; preferably expanding customer accounts with a focus on new departments and/ or regions

Working Location: Singapore

Apply online or feel free to contact me directly (via email: charlotte.guo@jac-recruitment.com) for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Guo Run (R24124139)

JAC Recruitment Pte. Ltd. (90C3026)

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#countrysingapore

Company Description