



Sales Account Manager

Excellent work/life balance

Job Information

Hiring Company

BIOS, Inc.

Subsidiary

BIOS Inc.

Job ID

1515879

Division

Sales

Industry

System Integration

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 12 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

February 21st, 2025 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

Position:

Sales Account Manager

Employment Type:

Full-time employee (3-month probation period)

Compensation:

Annual salary 8-12 million yen

*Including quarterly performance-based incentives

Work Location:

BiOS Inc. 20F Sumitomo Fudosan Shinjuku Bldg,
7-20-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo 160-0023

Benefits and Welfare:

- Holidays: Weekends, national holidays, company-designated holidays
- Annual paid leave: 10 days upon joining (subsequent days as per law), renewed every January
- Special leave: 3 days per year
- Hybrid work system (remote work available)
- Statutory leave: Sick leave, maternity leave, childcare leave, nursing care leave, injury leave, etc.
- Full social insurance coverage (health insurance, employees' pension, employment insurance)

Job Description:

Corporate Sales for Bilingual IT Support Services.

- Responsible for selling the company's products or services to, and maintaining relationships with accounts that are of significant importance to the company.
- Call on accounts provide product information and/or presents demonstrations of how the product/service will meet the clients' needs and provides appropriate prices.
Possess a full understanding of specialization area plus a working knowledge of multiple related areas.
- Resolves a wide range of issues in creative ways on a regular basis. Customarily exercises independent judgment in selecting methods and techniques to obtain solutions.
- Perform in project leadership role. Contributes to complex aspects of a project.
- Determine and develops the approach to solutions. Work is independent and collaborative in nature.
- Provide regular updates to upper management on project status.
- Represent the organization on business unit and/or company-wide projects.
- Guide more junior peers with aspects of their job. Frequently networks with senior internal and external personnel in own area of expertise.
- Providing the following services to global IT and foreign-affiliated companies: Service Desk (L2 Support), Data Center Operations, IT Equipment & Office Supply Procurement, Office Relocation & Setup Support

Key Responsibilities:

Independently execute the following tasks:

- General Sales Activities:

Building customer relationships, requirements definition, solution proposals, quotation preparation, contract execution.

- Project Management:

Managing accepted projects, coordination between customers and operations team.

- Bilingual communication in Japanese and English is essential as approximately half of employees are non-Japanese nationals and clients are primarily foreign-affiliated companies.
- Project Management certification (PMP, etc.) preferred, but not mandatory.

Required Skills**Overview:**

- Key player who independently develops optimal solutions in order processing.
- Team leader for programs spanning multiple locations.
- Provides services through proactive and logical thinking in collaboration with customers and teams.

Required Qualities:

- Ability to drive business operations using accurate judgment and negotiation skills.
- Ability to enhance team productivity using expertise and soft skills.
- Experience in consulting sales (提案型営業) is a big plus

Company Description