



Senior Manager - Media Services Sales 👍 Exclusive job

head hunter

Job Information

Hiring Company

[Avensys Consulting Pte Ltd](#)

Subsidiary

Avensys Consulting Pte Ltd.

Job ID

1515968

Industry

Communication

Job Type

Permanent Full-time

Location

Tokyo - Other Areas

Salary

10 million yen ~ 12 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

January 20th, 2025 14:12

Application Deadline

January 27th, 2025

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

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Avensys is a reputed global IT professional services company headquartered in Singapore. Our service spectrum includes

enterprise solution consulting, business intelligence, business process automation and managed services. Given our decade of success, we have evolved to become one of the top trusted providers in Singapore and service a client base across banking and financial services, insurance, information technology, healthcare, retail and supply chain.

We are currently looking for **Senior Manager - Media Services Sales** who has proven track record in IT Industry. This is an exciting opportunity to expand your skill set, achieve job satisfaction and work-life balance. More details as below.

Sr Manager - Media Services Sales

Location: Office Address: Asahi Seimei Ebisu Building 8F, 1-3-1 Ebisu, Shibuya-ku, Tokyo 150-0013, Japan.

Reports to: Regional Director – Media Sales

Experience: 10-15 years

Region to Support: Japan

Technology Exp: Media & Network - Video Connect, Satellite Service, CDN, Media Cloud & Non Media Service such as Network and Security solutions.

Industry Exp: Media Vertical - Broadcasters, OTT Providers, Cable, DTH, Gaming, E-sports, Sports Federations, etc.

Core Skills: Sales, BD, Account Management, Hunting New Logos, Revenue growth, etc.
Language Proficiency: Japanese & English

Notice Period: 0-30 days preferred

Function:

Media Services account team is responsible for increasing the organization's revenue, help penetrate new services and establish new sub-segments within the media industry across broadcasting, live sports, OTT, gaming, esports.

Purpose of the role:

You will be responsible for developing business from the Media Vertical in Japan. This comprises of Broadcasters, Sports Rights holders, OTT/short video platforms, Gaming and E-sports players. You will also build a network of Partners who will complement our services and who will act as our local agents to grow our business in Japan. You will carry a sales quota and be expected to meet quarterly and annual targets.

You will be accountable for

- Driving sales Tata Communications' Media and core services within the Media Industry in Japan.
- Mapping top CXOs within a defined set of accounts / segment as well as build new account and relationship base to grow Tata Communications business in Japan.
- Identifying business opportunities.
- Collaborating within the organization to deliver solution to customers meeting opportunity.
- Driving strategic customer interactions translating to large opportunities.
- Achieving set targets for Japan.
- Ensuring a great customer experience to gain excellent NPS results.

(Key Responsibilities)

- Delivering Order Book & Revenue Targets for the year quarter on quarter in your assigned accounts.
- Implementing a Solution-Selling approach by sharing a consultative point of view with customers.
- Working on large and complex deals and making connects with CXOs in customer organisation.
- Leading client negotiations, managing deal progression and deal closure by ensuring cross functional collaboration across BD, Bid Management, Solutions, Legal, Commercial, etc.
- Monitoring leads and opportunity progress on CRM system Salesforce.com.
- Tracking and reporting market and competitor activities and providing relevant updates / reports to our product teams.

You have

(Qualification and Experience)

We are therefore looking for an entrepreneurial Sales professional with the following attributes:

- 10 to 15 years of selling communications / technology services to the Media industry.
- **In-depth understanding of the Media, Sports, OTT and gaming industry dynamics and the changing landscape in Japan.**
- **Existing contacts with CXOs among Broadcasters, Sports federations, OTT/short video platforms, Gaming, e-sports, Cable & DTH operators in Japan.**
- **Bachelor's degree in Science, Technology or Marketing.**

WHAT'S ON OFFER

You will be remunerated with an excellent base salary and entitled to attractive company benefits. Additionally, you will get the opportunity to enjoy a fun and collaborative work environment, alongside a strong career progression.

To submit your application, please apply online or email your UPDATED CV in Microsoft Word format to **seema@avensys.com** Your interest will be treated with strict confidentiality.

CONSULTANT DETAILS:

Consultant Name : Seema Verma

Avensys Consulting Pte Ltd

EA Licence 12C5759

Privacy Statement:

We take your personal data protection seriously and adhere to both EU and local data protection regulations.

Upon submission of your CV, you grant Avensys Consulting permission to retain your personal information in our electronic database, unless you specify otherwise. This data will be used to evaluate your suitability for current and potential job openings within our organization. Should you wish to have your personal data removed at any point, a simple notification to us will suffice.

Rest assured, we will not disclose your personal information to any third parties, and we remain steadfast in our commitment to providing equal opportunities to all applicants.

Required Skills**Job Description**

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Consultant Name : Seema Verma

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