

# Michael Page

[www.michaelpage.co.jp](http://www.michaelpage.co.jp)

## Territory Account Manager, Leading Cybersecurity Vendor

**Territory Account Manager@Cybersecurity**

### Job Information

**Recruiter**

Michael Page

**Job ID**

1517536

**Industry**

Software

**Company Type**

Small/Medium Company (300 employees or less)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

14 million yen ~ 20 million yen

**Salary Bonuses**

Bonuses included in indicated salary.

**Salary Commission**

Commission included in indicated salary.

**Holidays**

Saturday and Sunday

**Refreshed**

January 27th, 2025 18:16

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Daily Conversation

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

We are seeking an ambitious and dedicated Territory Account Manager to drive sales, create long-term client relationships, and contribute to the growth of the Technology & Telecoms department in Tokyo.

**Client Details**

Our client is a large cybersecurity company, known for its security solutions and services. With operations worldwide, the company prides itself on delivering cutting-edge technology solutions to its diverse clientele, focusing mainly on customer satisfaction and continuous technological advancements.

**Description**

- Develop and execute strategic plans to achieve sales targets for the assigned territory.
- Build and maintain strong, long-lasting customer relationships.
- Understand category-specific landscapes and trends in the Technology & Telecoms industry.
- Negotiate contracts and close agreements to maximize profit.
- Oversee and solve client issues to ensure high customer satisfaction.
- Report on sales results and forecast to internal teams.
- Collaborate with team members to achieve better results.

**Job Offer**

- A competitive salary range, approximately between 15,700,000 JPY and 20,000,000JPY.
- A 60:40 benefits package that includes health insurance and retirement benefits.
- Opportunities for professional development and career progression.
- Work life balance available.
- Overseas business trip.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543

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**Required Skills**

- Proven work experience as a Territory Account Manager at cybersecurity company.
- An ability to deliver engaging presentations.
- Strong negotiation skills with a problem-solving attitude.
- Fluent Japanese and limited business English.
- Experience delivering client-focused solutions based on customer needs.

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