

Michael Page

www.michaelpage.co.jp

Account Executive, IT service provider

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Job Information

Recruiter

[Michael Page](#)

Job ID

1517539

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Yamanashi Prefecture

Salary

11 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 18:28

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Account Executive will act as a strategic partner for clients that provide IT service and solutions, Selling to wide range of customers including Finance, Insurance, telecom etc...

Client Details

Our client is a large organization that specialized on providing IT services and solutions. With a global presence, the

company prides itself on its commitment to its employees' professional growth and its dedication to providing top-notch services to its clients.

Description

- IT services selling to Insurance, Finance, Manufacturing
- Develop and maintain strong relationships with key stakeholders.
- Ensure compliance with industry regulations and company policies
- Collaborate with internal teams to ensure client needs are met.
- Stay current on market trends and competitive activity.

Job Offer

- A competitive salary package, estimated between 11M to 20M JPY
- Additional incentives up to 40% of the base salary
- Opportunities for professional growth and development
- A collaborative and supportive work environment
- Working from home is available.

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

Required Skills

A successful Account Executive should have:

- A solid understanding of the IT service industry selling to wide range of customers including Insurance and Finance
 - Proven experience in a sales or account management role
 - An ability to build strong relationships with clients and stakeholders
 - Exceptional problem-solving skills
 - Fluent in Japanese
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Company Description

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