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## Global Account Management

**Global Telecom giant**

### Job Information

**Recruiter**

Michael Page

**Job ID**

1523712

**Industry**

Software

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

12 million yen ~ 20 million yen

**Refreshed**

February 25th, 2025 17:10

### General Requirements

**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

We are looking for a focused and driven individual to join our team in the role of Global Account Management. This role is vital in managing and nurturing our company's relationships with our most important clients, particularly in the Technology & Telecoms industry.

**Client Details**

Our client is a large organization that operates globally, with a strong presence in the Technology & Telecoms industry. They are renowned for their high-quality services and commitment to customer satisfaction.

**Description**

- Establish and nurture relationships with key clients.
- Develop a deep understanding of the clients' businesses and their needs.
- Identify opportunities to grow business with existing clients.
- Coordinate with various teams within the company to ensure client needs are being met.
- Resolve any issues and problems faced by clients and deal with complaints to maintain trust.
- Play an integral part in generating new sales that will turn into long-lasting relationships.
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics.

- Stay up-to-date with new features and product launches.

#### **Job Offer**

- A vibrant and supportive work environment.
- Opportunity to work with a team of professionals in the Technology & Telecoms industry.
- Chance to handle and manage global accounts.
- Location: Tokyo

We encourage all candidates who believe they possess the required skills and experience to apply for this exciting opportunity in Tokyo.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Jan Shelepin at +81 3 5733 7167.

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#### **Required Skills**

A successful Global Account Manager should have:

- A degree in Business Administration, Marketing or a relevant field.
- Proven experience in sales and providing solutions based on customer needs.
- Strong communication and interpersonal skills with an aptitude in building relationships with professionals at all organizational levels.
- Excellent organizational skills.
- In-depth understanding of sales performance metrics.
- Experience in the Technology & Telecoms industry is a plus.

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#### **Company Description**

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