



Sales Manager - M&A Advisory

Job Information

Hiring Company

[SS&C Technologies Holdings](#)

Subsidiary

SS&C Intralinks

Job ID

1523928

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

12 million yen ~ 18 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

April 4th, 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

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

About the Company

SS&C is a global provider of investment and financial services and software for the financial services and healthcare

industries. Named to Fortune 1000 list as top U.S. company based on revenue, SS&C is headquartered in Windsor, Connecticut and has 20,000+ employees in over 90 offices in 35 countries. Some 18,000 financial services and healthcare organizations, from the world's largest institutions to local firms, manage and account for their investments using SS&C's products and services.

About the Team

SS&C Intralinks is the leading worldwide Fintech SaaS solution for the global banking, deal-making and capital markets communities. Our industry leading technology enables the secure flow of information, empowering the largest banks and companies around the world to execute deals more productively, safely, and with complete confidence. As a Sales Manager, you will be responsible for leading a team of Account Executives who are working directly with our largest deal-making clients enabling some of the most strategic and most highly visible transactions in the business world.

At SS&C Intralinks, we develop relationships with both Advisory (Investment Banks & Law Firms) and Corporate Development professionals (Fortune 1000 corporate dealmakers). We provide business value to customers by providing solutions that enable mission critical mergers, acquisitions, divestitures, capital raises and corporate restructuring, and other strategic transactions.

The Japan team is part of the Asia-Pacific business unit and has shown strong growth over the past few years and continues to meet expanding sales targets. As part of the Asia-Pacific business unit, the Japan team is focused on increasing both revenue and market share and cementing a number one market position in the region.

About the Job:

The Intralinks Sales team in Japan is looking for a Sales Manager for its Advisory team ready to take the next step in their sales career and join our team in the lucrative field of cloud-based applications sales. The individual must be interested in building relationships and working with the country's leading legal firms, investment bankers, private equity professionals and other deal makers.

In this role you will develop account plans for communication and focus while collaborating with the wider Intralinks team. The job represents both balanced customer relationship management and team management, as well as account planning and strategic selling to drive performance and achieve quotas.

What You Will Get To Do:

- Leading a team of 5 to 6 Account Executives and Sales Associates while consistently exceeding revenue goals and sales targets.
- Leading by example and providing real time coaching by participating in and/or leading client and prospect meetings. This includes consistently meeting with VP and C-levels clients.
- Growing and developing talent through effective recruiting, hiring, and supporting professional development planning.
- Demonstrating Operational Excellence by accurately reporting on sales activity, forecast, and pipeline management to senior leaders.
- Collaborating with cross functional Intralinks organizations to support unique customer needs, escalations, and achieve greater organizational impact.
- Recommending strategies to capture opportunities and grow your business.

Required Skills

What You Will Bring

- Considerable sales experience including prior success selling SaaS/laaS/PaaS/Software solutions to large corporate accounts or financial services institutions.
- Proven capability developing VP and/or C-level client relationships.
- Experience building high performing sales teams and creating positive sales cultures.
- Strong oral and written communication skills and executive presence.
- Excellent negotiation skills.
- Strong business acumen and resourcefulness.
- A self-starter that can work independently in a fast-paced environment with high volume sales.
- Training or commensurate experience with Solution Selling, Challenger, Force Management or equivalent consultative sales methodology.
- Bachelor's degree.

Basic Qualifications

- Minimum of 8-10 years in a client facing position.
- Prior Supervisory experience is preferred.
- Excellent verbal and written communication skills, including the ability to speak publicly to groups, and create and deliver effective, polished presentations.
- A basic understanding of the M&A workflow and general knowledge about the financial markets.
- Proficient in both Japanese and English

Desired Qualifications

- Previous job experience in investment banking or M&A related workflows.
- Creativity and resourcefulness.
- Demonstrated ability to work with all levels of contacts within our clients, from Analysts to Managing Directors.
- Ability to work with technical teams and internal departments to overcome service delivery obstacles.

Company Description