



【1200～2000万円】法人営業責任者 [B2B]Commercial Sales Lead

ASUS JAPAN株式会社での募集です。法人営業（その他）のご経験のある方...

## Job Information

### Recruiter

JAC Recruitment Co., Ltd.

### Hiring Company

ASUS JAPAN株式会社

### Job ID

1524890

### Industry

Hardware

### Company Type

International Company

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards

### Salary

12 million yen ~ 20 million yen

### Work Hours

09:30 ~ 18:30

### Holidays

【有給休暇】初年度 10日 6か月目から 【休日】完全週休二日制 土 日 祝日 夏季休暇 年末年始 年末年始休暇（8日間）・  
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### Refreshed

March 6th, 2025 16:23

## 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

【求人No NJB2209473】

【Business Development】

- ・ develops a trusted advisor relationship to establish alignment with channel partners' senior decision makers.
- ・ Leads collaboration with internal teams to support channel partners and leverage resources.
- ・ Prioritizes selling Laptops desktops and All in one devices and services.
- ・ Works with internal team members and external partners to develop business plans that generate revenue and margin.

- Manages and executes complex account plans to ensure sales goals.
- Creates and distributes internal reports.
- Reconciles partner reporting data tracks key performance indicators (KPIs) and drives actionable outcomes.
- Forecasts managed products and/or partner accounts.

#### [Relationship Building and Management]

- Leads collaboration with internal teams (e.g. sales FAE marketing CPM Admin) to support partners and leverage resources. Shares overall business plans with key partners and drives actions with internal teams.
- Actively participates and speaks at internal and external events and training by acting as a ASUS ambassador to grow a strong network and remain up to date on industry competitor and market trends. Serves as a resource to partners. Ensures learning from events are landed within their team and provides input and feedback to improve overall event strategy.
- To build up/train the team to manage/expand the channel partners and coverage.

#### [Account Management]

- Works with internal team and partners to develop joint business plans and convert market opportunities into concrete objectives.
- Develops short and long term goals budgets solution strategies and performance expectations that are aligned with partners' needs and capabilities and align short term plans with long term priorities. Advocates for the adoption of plans within partner organizations and creates mutual accountability between ASUS and partners.
- Manages and executes complex account plans to ensure ASUS and partner sales goals budgets and forecasts are on target. Coordinates with key accounts on plan execution.
- Creates and distributes internal reports to senior leaders that include detailed account updates metrics (e.g. leads frequency yield transaction size) and performance reviews to ensure revenue and activation targets are met. Evaluates the state of business and provides input on how accounts are performing.
- Forecasts managed products and/or partner accounts for their team to examine trends monitor progress and identify opportunities for growth. Addresses gaps for overall team accountability and aligns forecasts across the team.

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## Required Skills

### <Required/Minimum Qualifications>

- 7+ years commercial partner management sales business development platform ecosystem/network or partner channel development in the technology industry
- 1+ year (s) experience with planning budgeting and other project management activities.
- A good understand of the PC IT industry (B to B business model)

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## Company Description

【概要】 世界中で絶大な支持を受ける「Zenbook」「ZenFone」「ROG」シリーズを手掛けるエイーステック コンピューター (ASUSTeK Computer Inc.) の日本法人。グローバルな技術力と革新的な製品で知られる当社は、グループ全体は約10万人の従業員と1220億円の資本金を持つ、外資系トップクラスの企業です。【事業内容】 ASUSの事業は、マザーボードやビデオカードなどのコンポーネントから、デスクトップペアボンシステム、サーバー、ノートPC、ゲーミングPC、ネットワークデバイス、スマートフォンに至るまで多岐にわたります。実は日系メーカーのPCにも、ASUSの部品が多く使用されており、PC部品・周辺機器の分野においても世界的にトップクラスの地位を築いています。ASUS JAPANは主に日本マーケット向けの自社製品販売、マーケティング活動及びカスタマーサポート機能を担っています。近年代表的な例としては、2023年6月には、革新的なポータブルゲーミングPC「ROG Ally」、2025年2月からも14型ノートPC「ASUS Zenbook SORA」を発売しました。これらのシリーズはポータブル利便性及び超軽量のAI PCとして、多くの注目を集めています。