

Dragon Recruitment Japan K.K

米系Security企業のJapan Regional Sales Director案件

日本支社の立ち上げ案件です

Job Information

Recruiter

Dragon Recruitment Japan K.K

Job ID

1534943

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

(Almost) All Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

13 million yen ~ Negotiable, based on experience

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April 24th, 2025 08:54

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Purpose: Grow >> revenue in Japan by prospecting, developing pipeline and managing the full sale cycles within new logo accounts and expanding business relationships within existing accounts.

- Hunt for new logo accounts by organizing and executing proactive outreach and managing full sales cycles
- Build out and execute cross-functional strategic account plans for key accounts
- Coordinate with existing SDR teams and channel partners to augment reach, increase demand generation, and drive new business production
- Provide direction to and collaborate with Marketing to build and execute plans and strategies focused on qualified pipeline creation

- Expand relationships within existing accounts, identifying and executing upsell and cross-sell opportunities
- In collaboration with the Customer Success team drive user engagement with the Team

Company Description