



Software Sales Account Executive (Enterprise B2B)

Cutting Edge Enterprise Software

Job Information

Recruiter

Propel Consulting K.K.

Job ID

907989

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 12 million yen

Refreshed

December 18th, 2024 00:00

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

District Manager

Demonstrated history as an individual contributor selling enterprise software, CRM, ERP, Business Intelligence, or related solutions to senior level decision makers.

Experience building a business highly desired.

Selling to C level or bucho/manager level

Solution selling and business development experience is a plus

Excellent communication and presentation skills

Required Skills

Direct sales, hunter (bring new logo, new client), taking personal quota.

Enterprise application selling background.

Company Description

Propel Consulting is an Executive Search Company based in Tokyo. We specialize in providing international businesses with bilingual executives and mid-level professionals.

Our team of experienced consultants collaborate to identify and service the unique needs of candidates and clients across a wide range of industries. We achieve excellence by developing creative solutions that utilize our broad-reaching networks, technology based tools and relevant expertise.

Our innovative approach ensures that we can introduce the best candidates to our clients and the best opportunities to our candidates.

We have helped numerous professionals to join some of the leading international companies in Japan. Our experience enables us to provide candidates with the best opportunities available in their industry.

We will also provide help and support throughout the entire process including interview advice, resume tips, compensation negotiation and helping you to resign from your present position.

For more information about Propel Consulting, please visit our website: <https://www.propel.co.jp>