



【Sales executive】 US West Coast

Recruitment at a fast-growing startup

募集職種

採用企業名

株式会社ONE ACT

求人ID

1454891

業種

ソフトウェア

会社の種類

中小企業 (従業員300名以下)

雇用形態

正社員

勤務地

アメリカ合衆国

給与

経験考慮の上、応相談

更新日

2024年07月08日 03:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ネイティブ

日本語レベル

無し

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

To expand our business, we are looking for an experienced sales executive to join the team and lead on sales conversations specially in West coast of United States.

Job Description:

The key responsibilities for sales manager position includes:

- Work with the executive team and founder to review opportunities already known to the business and develop strategic plan to target
- Collaborate with Engineering and product team to understand product and value proposition to drive effective sales strategy
- Prospect and identify new sales leads, actively seeking out new sales opportunities through cold calling, networking and social media
- Deliver sustainable growth by personally delivering a strategic sales plan – inbound and outbound
- Design, build and execute an effective pipeline to drive new business

- Bring, build and nurture effective network
 - Identify and convert new commercially viable opportunities
 - Prepare and deliver appropriate presentations on products and services
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スキル・資格

The successful applicant:

- Hands on Sales Executive with a history of identifying and winning new opportunities in a standalone business development role.
- Experience in the Information Technology and Software Development fields would be advantageous
- Experience of implementing or influencing change through new sales process
- Experience in building. Managing and developing sales process from the scratch and setting up KPIs
- Hands on experience with daily execution through CRM like Hubspot
- Proven track record in B2B sales for minimum 5 years

Who you are:

- Self-motivated/self-starter with a passion and drive to win new business and grow with the company.
 - Open to learning opportunities and feedback
 - Desire to carry out your own research and networking as well as working with marketing team to drive leads • Understand and execute numerous sales activities in overall sales process
 - Based on US West Coast
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会社説明

ONE ACT is a global startup engaged in software development and AI technology development. Headquarters in Japan, it has offices in France, India, the UK, and the US.

Our main service, "PieceX", is the world's first AI-powered source code marketplace. By trading high-quality source code (text files of computer programs) globally, it revolutionizes the traditional software development process.

Buyer companies (any business or software development companies) can purchase ready-to-use software components with a guarantee, eliminating the need to develop software from scratch, and reducing traditional software development time and costs by over 80%.

Seller companies (software development companies or businesses that own the copyright to source code) can generate new recurring revenue directly from the source code itself and engage in high-profit-margin business.

PieceX already has a track record of transactions in more than 200 countries and regions worldwide, and by becoming an innovative web infrastructure that enables anyone in the world to quickly develop new services, it is creating a new economy in the world.

Awards:

Europe 4YFN 2022 Best Startup Selection

Japan Independents Club Grand Prix 2022 Annual Grand Prix Winner

Middle east & Africa Supernova 2022 AI Innovator Finalist

Japan Tokyo New Business Conference Startup Pitch Contest Winner

ASIA The International Prime Awards Asia 2023 "Startup Of The Year" Selection