



Strategic Enterprise Account Executive 👍 独占求人

募集職種

人材紹介会社

株式会社 JAC International

採用企業名

Cloud Observability Platform

求人ID

1457779

業種

ソフトウェア

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区, 千代田区

最寄駅

山手線、 東京駅

給与

1500万円 ~ 2000万円

歩合給

給与：歩合給込み

更新日

2024年06月27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

日常会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

The Strategic Account Executive role focuses on acquiring and nurturing relationships with key customers in the cloud environment, with a strong emphasis on understanding their pain points and providing tailored solutions.

Key Responsibilities:

- Engage with large enterprise clients, employing an efficient sales process
- Create and manage relationship maps within your assigned territory
- Gain a deep understanding of each customer's business needs
- Negotiate pricing and terms effectively, emphasizing value and ROI
- Expand customer reach within your territory while maintaining existing relationships
- Demonstrate resourcefulness in solving complex challenges
- Utilize intuitive judgment to close deals and secure customer validation
- Identify and leverage key business drivers for all opportunities
- Maintain accurate and consistent forecasting

Qualifications:

- Minimum 5 years of experience in closing deals, with a mix of enterprise field selling
- Proven track record of meeting or exceeding direct sales goals of \$1M+ with an average deal size of \$100k+
- Proficiency in prospecting and pipeline building
- Experience in innovative tech companies, preferably in SaaS or IT infrastructure
- Previous success in selling to large Fortune 1000 companies and acquiring new logos
- Proficiency in native/fluent Japanese and intermediate-level English

We value diversity and understand that not all applicants will meet all qualifications initially. If you have a passion for technology and a desire to grow your skills, we encourage you to apply.

Benefits and Growth Opportunities: - High earning potential based on performance - New hire stock equity (RSU) and employee stock purchase plan (ESPP) - Continuous professional development, product training, and career advancement - Sales training in MEDDIC and Command of the Message - Intra-departmental mentorship and networking program - Inclusive company culture with Community Guilds - Competitive medical benefits and retirement savings match - Pet adoption and insurance program

Note: Benefits and Growth Opportunities may vary depending on your employment country and nature of employment with us.

About Us:

We are a global SaaS company on a mission to simplify complexity in the cloud age. Our focus is on enabling digital transformation, cloud migration, and infrastructure monitoring for organizations of all sizes and industries. We are proud of our engineering-driven culture and promote professional development, diversity, innovation, and excellence. Join us and be part of a collaborative, forward-thinking community where we tackle challenges, take calculated risks, and celebrate one another. Learn more about #LifeAtOurCompany on Instagram, LinkedIn, and Our Company Learning Center.

Equal Opportunity:

We are committed to equal employment opportunity for all, regardless of race, color, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity, veteran status, and more. We also consider qualified applicants regardless of criminal histories, in compliance with legal requirements.

Your Privacy:

Any information you share during your application process will be handled in accordance with our Applicant and Candidate Privacy Notice.

会社説明