

ecovadis

Senior Account Executive - Japanese Speaker

Work smart, have fun and make an impact!

募集職種

採用企業名

エコバディス

求人ID

1478420

業種

その他 (コンサルティング・土業)

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区, 千代田区

給与

経験考慮の上、応相談

更新日

2024年07月09日 11:00

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

ビジネス会話レベル

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

Our purpose is to guide all companies toward a sustainable world.

EcoVadis is the leading provider of business sustainability ratings. Our solutions are backed by an international team of experts and powerful technology. We analyze data and build sustainability scorecards that give companies actionable insights into their environmental, social and ethical risks.

Why apply to EcoVadis?

Be a part of the global sustainability change in business. Grow your career. Work with extraordinary people. Feel valued for your contribution.

Job Description

- A Sales Executive's primary function is to sell EcoVadis solutions and related services to prospective enterprise customers located in South East Asia and/or India
- Responsible for prospecting, qualifying, selling, and closing software/service revenue for new EcoVadis customers;
- Effectively communicate the EcoVadis vision for sustainable supply chain management;
- Builds relationships with key executives (CPO, CSR, EHS, Supply Chain) within assigned accounts;
- Form strategic account plans including customer profiles, targeted programs, application descriptions, forecast reports, and action items;
- Interact with the current "Account Management" organization and all other EcoVadis Colleagues in pursuit of overall customer satisfaction;
- Assume full responsibility of quota attainment as agreed to and communicated by the Regional Sales Director;
- Participation and involvement in applicable industry conferences both internal and external;
- All other duties as assigned

スキル・資格

Qualifications

- 5+ years of successful enterprise sales experience (B2B) along with a strong history of quota achievement required.
- Past software or consulting sales experience with preference for the following areas: procurement (would be a real plus), supply chain, CSR, sustainability, EHS.
- Experience of SaaS / Cloud solutions is a plus.
- Exceptional presentation skills required.
- Highly professional written and oral communication skills required.
- Ability to work well in an international start-up team environment.
- Fluency in English and Japanese are required, additional languages will be a plus.
- International exposure
- College degree required

Additional Information

- Full time position
- Location: Yotsuya, Tokyo

In return for your expertise and energy, we offer:

- Working Hours: 40 hours per week from Monday to Friday
- Social Insurance
- Commuting Allowance
- Work Model: Hybrid Work Model

Our team's strength comes from everyone's uniqueness and is founded upon mutual respect. EcoVadis commits to equity and inclusion and does not accept any form of discrimination based on color, national or ethnic origin, ancestry, citizenship, religion, beliefs, age, sex, gender identity, sexual orientation, neurodiversity, disability, parental status, or any other protected characteristic that makes you unique.

会社説明