



Account Manager for IT Professional Services

募集職種

採用企業名

エイラシステム株式会社

求人ID

1482617

部署名

Sales & Account Management

業種

ITコンサルティング

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

東京都 23区, 港区

最寄駅

都営三田線、 三田駅

給与

800万円 ~ 1400万円

歩合給

固定給+歩合給

更新日

2024年06月19日 12:29

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 (英語使用比率: 50%程度)

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

For nearly 30 years, EIRE Systems has provided professional IT Services to multinational corporations operating in Japan, as well as Japanese companies looking to expand into overseas markets. As our reputation for consistent delivery of successful projects and high-quality expert service continues to strengthen, EIRE Systems is actively developing its portfolio

of services for the Japanese domestic market. This represents a huge opportunity for growth for the company and for our dedicated and experienced team.

As a Sales and Accounts Manager, working as part of an international team, you will be instrumental in helping us achieve our expansion goals through building relationships with new and established customers, as well as identifying and developing new business opportunities where we can provide our services.

Day-to-day, you will engage Japanese-speaking clients, and because we are a truly international company, you'll also have many opportunities to use and develop your English skills!

If you have a background of successfully selling IT Infrastructure Solutions or IT Support and Professional Services to enterprise-level clientele, we would like to talk with you about a fantastic opportunity to join our team.

Is this you? Get in contact with us today!

About this role and accountabilities...

- Direct Sales activities: Generating and following up prospective sales leads
- Meeting potential clients to identify new sales opportunities, as well as identifying new opportunities at existing clients.
- Working with EIRE's IT experts, preparing IT service solutions and presenting business proposals.
- Manage RFP processes, coordinating EIRE's technical and commercial responses in a timely and professional manner.
- Managing the sales cycle through to closure (with effective use of tools such as a CRM).
- Account Management: Managing relationships with clients to maintain and strengthen existing business.
- Communicate regularly with key client personnel to understand future IT requirements and identify new business opportunities.
- Solicit feedback on EIRE Systems' performance and identify areas for improving relationships with our clients.

To effectively fulfill the responsibilities of this role the Sales and Accounts Manager will:

- Work closely with Senior Management to develop and understand our business, target markets and market trends in our industry.
- Prepare quotations and proposals.
- Generate ideas for new sales leads and refine sales/marketing materials.
- Work with in-house Recruitment teams to define future recruiting requirements based on client needs.
- Work to define service agreements terms and conditions and assist with closing new contracts.

A little more about us...

As a company that started up here in Tokyo, EIRE Systems is owned and managed by IT professionals who are originally from Ireland. We have built a truly international business culture, offering a unique blend of Japanese and Western business practices.

Working with our clients we:

- Manage their IT infrastructure and technology upgrade projects.
- Design and implement new technology solutions.
- Support and manage their existing IT environments using our on-site and remote Managed Services and Outsourcing Solutions.

We are driven by our mission to deliver quality and cost-effective IT services that meet our clients' needs.

Cultivating established relationships and simultaneously developing new ones is a relentless pursuit and we recognize and reward our Sales & Account Management people for their efforts in achieving those goals together with us.

スキル・資格

Requirements - What we're looking for

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- Native-level Japanese communications skills
- Ability to use English in day-to-day business communications and be comfortable working with English-speaking colleagues.
- Direct sales experience and a track record of successfully selling IT solutions and/or related professional services to enterprise-level clientele. Ideally, be knowledgeable on providing managed services and outsourcing solutions (staffing & recruitment knowledge an advantage).
- Excellent communication and consulting skills, with the ability to analyze and understand requirements.
- Ability to develop trust-based relationships with EIRE's clients, such that EIRE takes the position as their trusted "go-to" advisor for IT services.
- Naturally well organized with the ability to be self-driven, proactive and responsive.
- Excellent presentation skills and proficient use of standard tools such as MS Excel, PowerPoint and Word.

会社説明