



MichaelPage

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Account Executive, AI Software Vendor

Account Executive, Global Software

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1485246

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区

給与

2000万円 ~ 2500万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

休日・休暇

Saturday and Sunday

更新日

2024年07月04日 15:40

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 client is looking for Account Executive, on this role you will be responsible for developing and executing the opportunity strategy to sell our clients services to our prospective customers while establishing, building, and maintaining close professional external relationships.

Client Details

Our client is global provider of cloud-based platform designed to help businesses improve their supply chain management and planning processes. They have 20 people in Japan.

Description

- Apply business and industry knowledge experience to understand how key factors impact business strategies and customer organisations in areas such as industry trends, global business perspectives, and organisational functions.
- Partner with internal teams to develop and present pitches and live software demonstrations
- Builds business partnerships and develops key customer relationships to maximise account profitability.
- Understands the customer's business and aligns account strategies to customer goals
- Conducts competitive analysis of competitor's offerings and strategies, and maintains awareness of the competitive environment.
- Negotiates with others by identifying desired outcomes, organisational priorities, and appropriate strategies and concessions.

Job Offer

- Attractive compensation and benefits package.
- Good work life balance, fully working from home is available.
- Stocks and RSUs available.
- Good career progression.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543

スキル・資格

- Direct sales experience with a proven track record of top performance and direct quota-carrying experience.
- Understanding and strong affinity with supply chain transformation highly appreciated.
- Excellent presentation skills, as this is a client-facing role within the organisation
- Ability to build trust from senior-level management and executives
- Fluent Japanese and business English.

会社説明

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