



IT Sales Head

募集職種

人材紹介会社

Hire Pundit Japan 株式会社

求人ID

1485910

業種

ITコンサルティング

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円

更新日

2024年07月10日 14:33

応募必要条件

職務経験

6年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

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

Job requirements

- Candidate should be Japanese native and have previous experience in IT sales
- Experience in promoting products/services to new clients.
- Candidate should have a self motivated, competitive, and result-driven attitude with dedicated and focus in identifying new business
- Confident presentation skills and call etiquettes
- Ability to have proper time management, attention to detail, and work prioritization. ● Technical understanding, with enthusiasm in new technologies to research on keep top of industry development is added advantage
- Articulate and influential written and verbal communication skills in English and Japanese
- Should have excellent interpersonal and communication skills to find prospective customers.

スキル・資格

Responsibility

- Work closely with existing clients to ensure successful business execution. ● Identify and develop new business through networking and follow-up courtesy calls ● Market and promote a portfolio of QBurst by preparing and delivering presentations of QBurst capabilities to customers and attend industry events.
- Learn the company's products, features, and services and reach out to potential clients to inform them about our products and services.
- Manage the client inquiries by responding to RFI's & RFP's
- Keeping abreast of market trends and product & competitor landscapes ● Ensuring solutions stated in the Statement of Work are best practice and in line with client requirements
- Work closely with QBurst business development team to understand the QBurst business strategies.

会社説明