

## Account Manager - Software Solutions for Automotive

## Account Manager - Software Solutions

## 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

1486428

## 業種

ITコンサルティング

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1200万円 ~ 1700万円

## 更新日

2024年07月18日 14:28

## 応募必要条件

## 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

ビジネス会話レベル

## 最終学歴

高等学校卒

## 現在のビザ

日本での就労許可が必要です

## 募集要項

As an Account Manager, you'll lead solution sales activities for cutting-edge software products tailored to the automotive industry. Collaborate with cross-functional teams, establish and nurture client relationships, and contribute to our mission of advancing automotive technology.

## Client Details

Our client, based in Europe, is a recognized global leader in providing integrated development environments and software solutions. With a focus on cross-platform development, they're expanding their reach within the Japanese market, partnering with clients across industries.

## Description

- Drive Sales Excellence: Manage end-to-end solution sales activities for our software products within the automotive sector, from concept to contract negotiation.
- Innovative Problem Solving: Understand complex customer needs, identify pain points, and craft compelling software-based solutions.
- Collaborative Approach: Collaborate effectively with internal stakeholders, harnessing collective expertise to optimize resource utilization and ensure successful project outcomes.

- Relationship Cultivation: Foster long-term, strategic relationships with existing accounts, while actively seeking opportunities for account expansion.
- New Business Growth: Identify, target, and cultivate new accounts, contributing directly to our business growth trajectory.

#### Job Offer

- The chance to shape the future of the automotive industry using state-of-the-art software solutions.
- An inclusive, collaborative work environment that fosters personal and professional growth.
- Competitive compensation package, inclusive of benefits and performance-driven incentives.
- Opportunity to collaborate with a diverse, globally distributed team of talented professionals.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Peryhan Essam on +813 6832 8691.

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#### スキル・資格

- Proficiency in Japanese and English skills.
  - Successful history in software solution sales.
  - Proficiency in selling software licenses to influential decision-makers, including C-level engineering managers and technical directors.
  - Demonstrated ability in identifying prospective customers and generating leads.
  - Understanding of embedded device or software development processes, with a technical background as an advantage.
  - Previous exposure to HMI-related products.
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#### 会社説明

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