

## Head of Sales - Data Center

## Head of Sales Date Center

## 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

1491444

## 業種

銀行・信託銀行・信用金庫

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

250万円

## 更新日

2024年08月26日 15:23

## 応募必要条件

## 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

流暢

## 日本語レベル

流暢

## 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

- The Head of Sales is tasked with driving the sales of data centre solutions to a diverse customer base, primarily in Japan and across the APAC region.
- This role is pivotal in developing and executing effective sales strategies, sourcing new sales leads, cultivating strong relationships with customers, and successfully closing deals.

## Client Details

My client is an industry-leading alternative investment firm specialising in the Asia-Pacific region, offering three dynamic strategies: Credit & Markets, Private Equity, and Real Assets. We manage capital for nearly 300 institutional investors, including some of the most prestigious global asset allocators. With a team of over 300 investment professionals spread across 15 key offices worldwide, we oversee approximately USD 55 billion in assets, driving impactful investments and delivering strong returns.

## Description

- **Develop and Implement Sales Strategies:** Spearhead the creation and execution of sales strategies targeting Japan's wholesale colocation and custom-built data center solutions.
- **Customer Identification and Relationship Building:** Identify key prospects across various industries and cultivate

strong, lasting customer relationships.

- **Tailored Client Presentations:** Present and advocate for our data center solutions, thoroughly understanding clients' unique needs and crafting bespoke sales proposals.
- **Collaborative Commercial Negotiations:** Partner with the commercial team to develop and negotiate favorable commercial terms that align with both client and company goals.
- **Revenue Generation:** Successfully close deals, driving revenue growth and contributing to the company's financial success.
- **Performance Monitoring and Reporting:** Regularly track and report on sales performance, providing internal updates to ensure alignment with targets.
- **Market Research and Analysis:** Conduct in-depth market research to identify emerging trends, opportunities, and the competitive landscape within Japan's data center market.
- **Sales Training Development:** Create and deliver comprehensive training programs for sales representatives from resellers, empowering them with the knowledge to effectively sell our solutions.
- **Additional Responsibilities:** Take on other duties as assigned, contributing to the overall success of the sales team.

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#### Job Offer

- A significant opportunity to impact the growth and success of the organization in the dynamic and fast-evolving datacentre solutions market.
- As the first person in Japan, you have the chance to establish and shape the brand's presence in a new market. Your efforts lay the foundation for future growth and success.
- Enjoy a highly attractive compensation package that reflects the importance and impact of your role in the business's success in Japan.

To apply online please click the 'Apply' button below.

For a confidential discussion about this role please contact Faye Pan on +813 6832 8988.

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#### スキル・資格

- Your deep understanding of data center solutions, combined with your proven sales expertise, will play a pivotal role in driving our organization's growth and success.
- By leveraging your knowledge to address client needs and closing strategic deals, you'll directly contribute to expanding our market presence and achieving our business goals.

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#### 会社説明

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