

PLAYBOOK

Sales Manager - Software

募集職種

人材紹介会社

[Playbook](#)

採用企業名

ERP Company in Japan

求人ID

1493133

業種

ソフトウェア

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区, 千代田区

給与

1500万円 ~ 1800万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2024年09月04日 07:41

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル (英語使用比率: 10%程度)

日本語レベル

流暢

最終学歴

専門学校卒

現在のビザ

日本での就労許可が必要です

募集要項

- Deliver and exceed annual sales targets for new business acquisition
- Build and execute territory sales strategies, collaborating with other internal Veson groups as required
- Lead end to end sales process from prospecting through close including lead generation, qualification, client

- meetings, RFP's, workshops, proposal and contract negotiation
- Independently build own pipeline and through consistent and proactive prospecting activities
 - Validate client workflow and engage appropriate internal resources where necessary
 - Diligently track and manage all opportunities in Salesforce
 - Maintain strong product knowledge of Veson solutions, competitive offerings and technology partners
 - Collaborate with relevant management resources to drive product and messaging strategies to differentiate our solutions
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スキル・資格

- 10+ years new business sales experience selling B2B, business critical, SaaS enterprise software solutions and services e.g. ERP, ETRM, CTRM, Enterprise Accounting, Banking, trading or finance related
 - Please note you do not need ERP sales background.
 - Business level written and verbal fluency in Japanese (Native or JLPTN1) and English
 - An experienced industry professional with proven track record of achieving/exceeding set sales goals
 - Strong prospecting and networking ability
 - Skilled in establishing, developing and maintaining key relationships within target accounts, managing multiple stakeholders at all levels including CxO
 - Ability to work independently with attention to detail and strong time management skills
 - Maritime/shipping or commodity trading industry knowledge and existing network of relationships a strong plus
 - Experience using a CRM (Salesforce, etc)
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会社説明