

Head of Sales - ERP/EPM products (需要中文)

Head of Sales (ERP/EPM Products)

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

1493209

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

250万円

更新日

2024年09月04日 15:56

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

無し

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

- Take full charge of the Japanese EPM market, including market operations, strategy development, and sales execution.
- Build and lead a high-performing team while maintaining strong client and partner relationships to drive business growth.

Client Details

My client stands at the forefront of the Enterprise Performance Management (EPM) industry, offering cutting-edge solutions that empower businesses to optimize their financial performance, drive strategic decision-making, and achieve operational excellence. With a deep understanding of the unique challenges and opportunities in the EPM space, we deliver tailored, innovative tools that seamlessly integrate with existing systems, enabling companies to transform data into actionable insights. My client is committed to excellence, combined with a proven track record of success, positions as a trusted partner for organizations looking to elevate their performance and stay ahead in a competitive market.

Description

- Gain in-depth knowledge of the Japanese EPM market and take full charge of market operations, including market expansion, maintenance, and management.

- Develop and implement marketing strategies and sales models for the Japan region, achieve sales targets, and monitor market feedback to adjust sales strategies flexibly.
- Establish and maintain strong relationships with key clients and partners, engage in regular communication, gather feedback, and work together to drive business growth.
- Build and lead a high-performing sales and delivery team, create team development plans, provide training and support, unlock team potential, and enhance overall performance.

Job Offer

As the first person leading the company's expansion in Japan, your career progression can be both rapid and rewarding:

1. **Pioneer Leadership:** You'll have the unique opportunity to shape and influence the company's presence in a new market. Your success in establishing a strong foundation will position you for higher leadership roles, potentially leading the entire regional operations in Japan or APAC.
2. **Strategic Influence:** As you drive growth and build a local team, you'll gain recognition as a key decision-maker in the company's global strategy. This could lead to senior executive roles with broader responsibilities, such as VP or Director of Regional Operations.
3. **Equity and Financial Rewards:** Being a trailblazer often comes with enhanced financial incentives, including performance bonuses, stock options, or equity, providing significant long-term financial benefits as the company grows.
4. **Global Opportunities:** Your success in Japan could open doors to international career opportunities within the company, allowing you to lead new market entries or major global initiatives.
5. **Personal Branding:** As the face of the company in Japan, you will build a strong personal brand, making you a recognized leader in the industry and enhancing your career prospects both within and beyond the company.

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

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

スキル・資格

- Over 5 years of experience in sales, pre-sales, or delivery in the RPM or related fields within the Japanese market, with a proven track record of successful market expansion.
- Fluent in both Japanese and Chinese, capable of seamless business negotiations and written communication.
- Strong market insight and analytical skills, with the ability to effectively convey the value of the company's products and accurately grasp market trends and customer needs.
- Excellent leadership and teamwork abilities, with strong cross-departmental collaboration skills.
- Familiarity with Japanese culture and business etiquette, with the ability to communicate and work effectively in a multicultural environment

会社説明

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