

Regional Account Sales Manager (AI Hardware start-up)

join a rising star AI processor start-up

募集職種

人材紹介会社

株式会社ロバートハーフジャパン

求人ID

1497073

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

1000万円 ~ 2500万円

更新日

2024年10月07日 09:36

応募必要条件

職務経験

3年以上

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

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

Selling points

- Be the first sales team member, leading the growth of cutting-edge AI and RISC-V technology.
- Work in a flat, global environment with open collaboration.
- Enjoy a flexible working style that adapts to your needs.

Company Profile

- A next-generation computing company specializing in AI and machine learning hardware, developing high-performance processors based on RISC-V architecture. With a focus on edge computing and data center applications, the company is pioneering AI acceleration solutions. Headquartered in the U.S., it operates globally, including in Japan.

The Role

- In this role, you'll manage relationships with clients, find new business opportunities, and use your technical

knowledge to meet their needs. You'll help expand our AI server and PCI card business in Japan by working closely with sales agents. Even without an engineering background, your experience with CPUs and AI will be valuable.

Responsibilities:

- Build and manage client relationships, focusing on AI servers and PCI cards.
- Understand customer needs and explain how our solutions meet them.
- Stay updated on trends in computers and AI.
- Work with sales agents to grow our presence in Japan.
- Meet and exceed sales goals.

Your Skills**Requirements:**

- Strong understanding of computers and AI (both technical and business aspects).
- 5+ years in corporate sales or business development.
- Fluent in Japanese and English.
- Experience working with sales agents and in tech product industries.
- Bachelor's degree in a relevant field (Engineering, Computer Science, etc.).
- Knowledge of RISC-V and AI.

Location

- Tokyo

Salary

- 10,000,000 yen - 25,000,000 yen

Reference number : 06940-0013083662

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