



Account Service Manager

募集職種

採用企業名

アイデミア・ジャパン株式会社

支社・支店

IDEMIA

求人ID

1511914

部署名

IDEMIA Smart Transaction-Payment Services

業種

その他（金融）

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区, 渋谷区

給与

850万円 ~ 1300万円

ボーナス

給与：ボーナス込み

歩合給

給与：歩合給込み

更新日

2025年01月31日 13:00

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

ビジネス会話レベル (英語使用比率: 50%程度)

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

- Delivers the contract or business as usual including revenue, Average Selling Price (ASP), cash collection and add-on's
- Ensures contract renewals by being accountable for the renewal win strategy and preparing and owning customer

- offers, which includes driving and being accountable for the formulation, coherency and content of all offer reviews
- Conducts the negotiation and ensures the signature of resulting contracts (including ensuring adherence of contracts with the company policy and legal matrix)
 - Protects acquired customer base by securing customer loyalty
 - Owns and prepares the budget and revenue forecast (ensuring forecast accuracy)
 - Develops intimate knowledge of customer's operational environment and build strong relationships, including opening doors for new business opportunities
 - Contributes to the account service management plan as required
 - Negotiates contract change requests within or outside of the contract
 - Aligns customer to product roadmap including driving product migrations
 - Sells advanced products and services to contribute to new revenue streams
 - Manages Account information within the Customer Relationship Management System
 - Delivers contract for small account in autonomy
 - Delivers the contract or business as usual (BAU) including revenue, Average Selling Price (ASP), cash collection and add-on's for strategic account under supervision
 - Aligns customer to product roadmap including driving product migrations
 - Protects acquired customer base by securing customer loyalty
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スキル・資格

- 5years experience in managing customer accounts (preferably in financial/ banking industry).
 - Financial reporting and forecasting skills
 - Development of account management plans
 - Experience working in a matrix organization
 - Experience and willingness to work for an MNC in a multi-cultural environment
 - Demonstrate strong detail oriented skills, service-oriented, self motivated and a team player with a 'can-do' attitude.
 - Good logistics knowledge.
 - Maintain a professional demeanor when interacting with Management, employees and external parties.
 - Consistently exercise discretion in handling interactions, and in directing internal and external customers to the appropriate party for resolving problems or complex issues.
 - Multi-task and produce accurate documents and reports.
 - Fluent Japanese and English
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会社説明