



## 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02月28日 13:01

### 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