



PR/094610 | Enterprise Account Executive

募集職種

人材紹介会社

ジェイエイシーリクルートメント シンガポール

求人ID

1512672

業種

ITコンサルティング

雇用形態

正社員

勤務地

カナダ

給与

経験考慮の上、応相談

更新日

2025年01月08日 08:00

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

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

Our client has the power to revolutionize the intersection of technology, digital trust and online identity to open the global economy to everyone, shape the digital future.

JOB RESPONSIBILITIES

- Create and build relationships with existing strategic customers to drive revenues and expansion of products into the organization
- Work closely with customer success managers on account strategy
- Progress all opportunities through the sales cycle diligently and professionally, while balancing conversion and longer-term business opportunities
- Coordinate our customer's evaluation of including leveraging solution engineers and other product experts, performing demos, and using mutual project plans.
- Update Salesforce database with information regularly
- Build trusting relationships with existing strategic customers by understanding and foreseeing how our products can meet their needs

JOB REQUIREMENTS

- Opportunity management and stakeholder engagement through the sales cycle
- Manage contract negotiations
- Team player with a positive and infectious attitude
- Exceptional verbal and written communication skills to successfully articulate technical product specifications and product value propositions
- Strong relationship-building and interpersonal skills
- Self-motivated, detailed-oriented and a big appetite for high achievement
- Strong business and technical aptitude with a proven ability to quickly learn new technologies
- Previous B2B experience in a software account executive/account management role within a tech environment; preferably expanding customer accounts with a focus on new departments and/ or regions

Working Location: Singapore

Apply online or feel free to contact me directly (via email: charlotte.guo@jac-recruitment.com) for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Guo Run (R24124139)

JAC Recruitment Pte. Ltd. (90C3026)

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会社説明