

MichaelPage

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## Customer Success Manager @AI Technology

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## 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

1520701

## 業種

ソフトウェア

## 会社の種類

中小企業 (従業員300名以下)

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1500万円 ~ 1800万円

## ボーナス

給与：ボーナス込み

## 更新日

2025年02月06日 10:18

## 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

ビジネス会話レベル

## 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

We are looking for a dedicated Customer Success Manager to join our team in Tokyo.

The successful candidate will be **responsible** for managing client relationships & up-sell our AI tools to our Insurance clients in Japan

## Client Details

- An European - Tech company that provides AI-powered solution to help insurance companies make better **decision**
- Office is in centre of Tokyo, 20 people

## Description

- Drive client retention and growth by **understanding** their needs and helping them achieve their goals (revenue, profit, etc.) - Clients are in Insurance sector
- Regularly communicate with client **leaders** about adoption and identify deeper engagement opportunities.
- Identify opportunities for client advocacy (e.g., testimonials, case studies).
- **Collaborate** cross-functionally on pilots, renewals, and expansions.
- Identify product improvement opportunities within client's strategies.
- Travel to client sites to **understand** needs, develop on-boarding, and create engagement plans.

#### Job Offer

- **Competitive** salary package up to 15M JPY base + incentive
- Opportunity to work in a quickly growing company in Tokyo
- A positive company culture that values employee satisfaction and wellbeing.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Lan Nguyen on +813 6832 8626.

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#### スキル・資格

A successful Customer Success Manager should have:

- **Native**-level Japanese and Business-level English fluency
- Solid experience with Insurance industry in Japan
- Consulting or Customer Success Management experience

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#### 会社説明

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Office is in center of Tokyo, 20 people