

MichaelPage

www.michaelpage.co.jp

## Global Account Management

## Global Telecom giant

## 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

1523712

## 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

1200万円 ~ 2000万円

## 更新日

2025年02月25日 17:10

## 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 focused and driven individual to join our team in the role of Global Account Management. This role is vital in managing and nurturing our company's relationships with our most important clients, particularly in the Technology & Telecoms industry.

## Client Details

Our client is a large organization that operates globally, with a strong presence in the Technology & Telecoms industry. They are renowned for their high-quality services and commitment to customer satisfaction.

## Description

- Establish and nurture relationships with key clients.
- Develop a deep understanding of the clients' businesses and their needs.
- Identify opportunities to grow business with existing clients.
- Coordinate with various teams within the company to ensure client needs are being met.
- Resolve any issues and problems faced by clients and deal with complaints to maintain trust.
- Play an integral part in generating new sales that will turn into long-lasting relationships.
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics.

- Stay up-to-date with new features and product launches.

#### **Job Offer**

- A vibrant and supportive work environment.
- Opportunity to work with a team of professionals in the Technology & Telecoms industry.
- Chance to handle and manage global accounts.
- Location: Tokyo

We encourage all candidates who believe they possess the required skills and experience to apply for this exciting opportunity in Tokyo.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Jan Shelepin at +81 3 5733 7167.

---

#### スキル・資格

A successful Global Account Manager should have:

- A degree in Business Administration, Marketing or a relevant field.
- Proven experience in sales and providing solutions based on customer needs.
- Strong communication and interpersonal skills with an aptitude in building relationships with professionals at all organizational levels.
- Excellent organizational skills.
- In-depth understanding of sales performance metrics.
- Experience in the Technology & Telecoms industry is a plus.

---

#### 会社説明

Global Telecom giant