



## Sales Manager - M&A Advisory

### 募集職種

### 採用企業名

Blue Prism株式会社

### 求人ID

1523928

### 業種

その他 (IT・インターネット・ゲーム)

### 雇用形態

正社員

### 勤務地

東京都 23区

### 給与

経験考慮の上、応相談

### 更新日

2025年02月28日 18:45

### 応募必要条件

#### 職務経験

10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

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

#### About the Job:

The Intralinks Sales team in Japan is looking for a Sales Manager for its Advisory team ready to take the next step in their sales career and join our team in the lucrative field of cloud-based applications sales. The individual must be interested in building relationships and working with the country's leading legal firms, investment bankers, private equity professionals and other deal makers.

In this role you will develop account plans for communication and focus while collaborating with the wider Intralinks team. The job represents both balanced customer relationship management and team management, as well as account planning and strategic selling to drive performance and achieve quotas.

#### What You Will Get To Do:

- Leading a team of 5 to 6 Account Executives and Sales Associates while consistently exceeding revenue goals and sales targets.
- Leading by example and providing real time coaching by participating in and/or leading client and prospect meetings. This includes consistently meeting with VP and C-levels clients.

- Growing and developing talent through effective recruiting, hiring, and supporting professional development planning.
- Demonstrating Operational Excellence by accurately reporting on sales activity, forecast, and pipeline management to senior leaders.
- Collaborating with cross functional Intralinks organizations to support unique customer needs, escalations, and achieve greater organizational impact.
- Recommending strategies to capture opportunities and grow your business.

### About the Company

SS&C is a global provider of investment and financial services and software for the financial services and healthcare industries. Named to Fortune 1000 list as top U.S. company based on revenue, SS&C is headquartered in Windsor, Connecticut and has 20,000+ employees in over 90 offices in 35 countries. Some 18,000 financial services and healthcare organizations, from the world's largest institutions to local firms, manage and account for their investments using SS&C's products and services.

### About the Team

SS&C Intralinks is the leading worldwide Fintech SaaS solution for the global banking, deal-making and capital markets communities. Our industry leading technology enables the secure flow of information, empowering the largest banks and companies around the world to execute deals more productively, safely, and with complete confidence. As a Sales Manager, you will be responsible for leading a team of Account Executives who are working directly with our largest deal-making clients enabling some of the most strategic and most highly visible transactions in the business world.

At SS&C Intralinks, we develop relationships with both Advisory (Investment Banks & Law Firms) and Corporate Development professionals (Fortune 1000 corporate dealmakers). We provide business value to customers by providing solutions that enable mission critical mergers, acquisitions, divestitures, capital raises and corporate restructuring, and other strategic transactions.

The Japan team is part of the Asia-Pacific business unit and has shown strong growth over the past few years and continues to meet expanding sales targets. As part of the Asia-Pacific business unit, the Japan team is focused on increasing both revenue and market share and cementing a number one market position in the region.

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## スキル・資格

### What You Will Bring

- Considerable sales experience including prior success selling SaaS/IaaS/PaaS/Software solutions to large corporate accounts or financial services institutions.
- Proven capability developing VP and/or C-level client relationships.
- Experience building high performing sales teams and creating positive sales cultures.
- Strong oral and written communication skills and executive presence.
- Excellent negotiation skills.
- Strong business acumen and resourcefulness.
- A self-starter that can work independently in a fast-paced environment with high volume sales.
- Training or commensurate experience with Solution Selling, Challenger, Force Management or equivalent consultative sales methodology.
- Bachelor's degree.

### Basic Qualifications

- Minimum of 8-10 years in a client facing position.
- Prior Supervisory experience is preferred.
- Excellent verbal and written communication skills, including the ability to speak publicly to groups, and create and deliver effective, polished presentations.
- A basic understanding of the M&A workflow and general knowledge about the financial markets.
- Proficient in both Japanese and English

### Desired Qualifications

- Previous job experience in investment banking or M&A related workflows.
- Creativity and resourcefulness.
- Demonstrated ability to work with all levels of contacts within our clients, from Analysts to Managing Directors.
- Ability to work with technical teams and internal departments to overcome service delivery obstacles.

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## 会社説明