



Account Executive - Banking and Corporates

募集職種

採用企業名

Blue Prism株式会社

求人ID

1523929

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

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

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:

Intralinks is seeking a bright and ambitious salesperson to join our growing Tokyo office. This is an amazing opportunity for the right person to experience both an entrepreneurial office environment paired with the support of an established, global and industry leading Software as a Service (SaaS) company. Businesses around the world rely on Intralinks to help them share sensitive information safely and securely online – anywhere, anytime. We need an energetic and entrepreneurial salesperson to help us strengthen relationships with key financial institutions and corporate accounts/prospects, with the ultimate goal of growing our Intralinks Dealspace business and taking market share.

About the team:

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.

Responsibilities:

This Account Executive will report to the Sales Manager in Japan leading the Banking and Corporates team. Responsibilities will include but are not limited to:

- Establish relationships with key decision-makers at channel accounts
- Develop strategy and plans to gain greater market share with channel accounts.
- Work to source media, press releases and case study opportunities.
- Monitoring and follow up on all current deals
- Facilitate introductions to new prospective clients
- Communicate issues and concerns to Product Management, Customer Service, Development and other internal departments
- Manage the contract and approval process on new deals
- Ensure clients are up to date with the latest product enhancements
- Run complete sales cycles from discovery through to handover to Client Service Managers
- Facilitate communication with Product Marketing for development planning discussions.
- Manage all information in our CRM system related to the account(s). This includes client contacts, client feedback etc.

Measurement:

- Net new sales and deal count growth
- Market-share growth
- Pipeline growth
- Activity (meetings) with various customer buying groups

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 an Account Executive, you will be 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.

スキル・資格

You...

- Have a Bachelors' Degree or equivalent
- Have 1-5 years' experience in software sales, business development, or M&A
- Are excited to be on the front lines of a fast-paced and growing team in an innovative and entrepreneurial environment
- Are creative and enthusiastic about building something from the ground up
- Are customer oriented
- Are self-motivated and goal oriented
- Have excellent interpersonal skills
- Have excellent planning and organizational skills
- Are well liked by everyone you meet

We...

- Value self-awareness, intellectual honesty, judgment, creativity and positive energy - often over career experience!
- Evaluate candidates based on potential and the ability for one to grow their career with Intralinks long term
- Have almost 50,000 people login to our platform each day
- Are ranked #1 in the enterprise collaboration and social software suites market by Gartner

会社説明