



Senior Sales Executive

Join Our Rapidly Expanding Global Team!

募集職種

人材紹介会社
GoGlobal株式会社

求人ID
1525252

業種
その他（コンサルティング・土業）

会社の種類
中小企業（従業員300名以下） - 外資系企業

雇用形態
正社員

勤務地
東京都 23区

給与
1400万円 ~ 1800万円

ボーナス
固定給+ボーナス

更新日
2025年03月07日 11:57

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
流暢

日本語レベル
流暢

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

Description

As a Senior Sales Executive at GoGlobal, you will be responsible for developing and executing effective sales strategies to achieve and surpass sales targets. Your primary focus will be on generating your own pipeline, leveraging your network, and identifying new business opportunities through strategic outreach and market analysis.

In this role, you will need to adeptly navigate complex sales processes, manage multiple stakeholders, and frequently interact with C-level executives. Your ability to understand and address the unique needs and challenges of high-level decision-makers will be crucial to your success. This position requires a strategic mindset, excellent communication skills,

and a deep understanding of how to drive growth in a competitive market.

Roles & Responsibilities:

- Meet or exceed monthly, quarterly, and annual sales targets in your assigned region.
- Develop and implement effective sales strategies to meet or exceed the company's sales objectives and targets.
- Analyze market trends, competitor activities, and customer feedback to identify opportunities for growth.
- Initiate contact with prospects, establish rapport, and conduct needs assessments to understand their requirements.
- Build the sales pipeline and sales metrics to track progress towards goals.
- Develop and manage sales forecasts, budgets, and reports for the Sales leadership team.
- Develop an ecosystem to drive a sustainable pipeline.
- Address prospective client concerns and issues in a timely and effective manner.
- Analyze sales data and trends to identify areas for improvement and adjustment of strategies.
- Stay updated with industry trends, market developments, and competitor activities to identify emerging opportunities.
- This role will require travel to meet prospective clients and partners, attend conferences, or conduct market research.
- Other adhoc projects being requested

スキル・資格**Requirements**

- Proven track record in B2B sales and account management, selling complex solutions such as payroll, tax or accounting outsourcing is meritorious
- Strong network and ability to generate leads
- Exceptional communication and negotiation skills
- Experience interacting with C-level executives
- Strategic mindset with a focus on driving growth
- Excellent verbal and written English skills are essential to effectively liaise with clients in the region

会社説明