



IT Services Sales Consultant

募集職種

採用企業名

日本NCRコマース株式会社

求人ID

1529368

業種

ソフトウェア

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区, 中央区

給与

1000万円 ~ 1300万円

更新日

2025年04月01日 17:51

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

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

TITLE: IT Services Sales Consultant

LOCATION: Tokyo, Japan

GRADE: 13

Think you know NCR? Think again!

NCR VOYIX Corporation (NYSE: VYX) is a leading global provider of digital commerce solutions for the retail, restaurant and banking industries. NCR VOYIX is headquartered in Atlanta, Georgia, with approximately 16,000 employees in 35 countries across the globe. For nearly 140 years, we have been the global leader in consumer transaction technologies, turning everyday consumer interactions into meaningful moments. Today, NCR VOYIX transforms the stores, restaurants and digital banking experiences with cloud-based, platform-led SaaS and services capabilities.

Not only are we the leader in the market segments we serve and the technology we deliver, but we create exceptional consumer experiences in partnership with the world's leading retailers, restaurants and financial institutions. We leverage our expertise, R&D capabilities and unique platform to help navigate, simplify and run our customers' technology systems.

Our customers are at the center of everything we do. Our mission is to enable stores, restaurants and financial institutions to exceed their goals – from customer satisfaction to revenue growth, to operational excellence, to reduced costs and profit growth. Our solutions empower our customers to succeed in today's competitive landscape.

Our unique perspective brings innovative, industry-leading tech to all the moving parts of business across industries. NCR VOYIX has earned the trust of businesses large and small — from the best-known brands around the world to your local favorite around the corner.

POSITION SUMMARY & KEY AREAS OF RESPONSIBILITY:

- Positions primary responsibility is to provide subject matter expertise and support to the field sales organization to complete the sale of solution offerings by understanding the customer needs and/or problems and then targeting the appropriate solutions
- This person is responsible for selling comprehensive suite of services including Installation, Help Desk & Managed Services, Maintenance & Support, and Software Maintenance Services.
- Position is responsible for creating a winning approach that highlights NCR's unique capabilities in solving the need or problem at hand; Consulting approach is used to build solid customer relationships whereby the incumbent becomes a credible and consistent source of expertise within the account; Articulates solutions in terms of ROI to the client
- Targets global accounts at senior and executive levels; Secures funding for future initiatives at the executive level
- Position will work with a number of technical support resources and solution architects in the creation of proposals and delivery plans, position must therefore develop a successful working relationship with the support teams so that successful handoffs can take place and problems/issues can be proactively identified and solved
- Responsibilities include Identifying customer's business needs and customer's power structure; Defining winning strategy; Assessing NCR's capabilities to deliver; Assessing solution fit and determine gaps; Assessing risk involved and define contingencies
- Responsibilities include determining regional impact (Multi-National Accounts), Proposal creation, Establishing bid/project team as needed, Establishing bid strategy, Determining Terms and Conditions (incl. pricing) with CS operations or other support teams, Reviewing proposal before submission, Presenting proposal to internal Bid-Review team as needed and obtaining approval, and Presenting proposal to customer
- Role required to negotiate terms and conditions with customer within approved guidelines; Obtain legal authorization from customer to deliver on approved contract; Submit contract to appropriate WFO F&A and service delivery teams; Assure all service assumption requirements are made
- Role required to produce Win/Loss Report, Engage in post sales activities; Act as escalation point for roll-out issues; Revisit projects and detect new opportunities to grow wallet share; Assist Account Support Manager in renewal situations as needed; Engage in sales management activities; Implement activities required for Area Readiness to Sell (ARS); Maintain sales funnel
- Position will maintain a personal order quota as part of their assigned objective, which may include multiple elements including at a minimum an individual assigned quota and possibly shared quota and split quota
- Remit to include Japan - regular travel expected.

スキル・資格

BASIC QUALIFICATIONS

- Bachelor's degree
- 10 years of proven sales account management experience
- Knowledge in Retail Services Industry
- Experience working in team-oriented sales approaches

EEO Statement

Integrated into our shared values is NCR's commitment to diversity. NCR is committed to being a globally inclusive company where all people are treated fairly, recognized for their individuality, promoted based on performance and encouraged to strive to reach their full potential. We believe in understanding and respecting differences among all people. This concept encompasses but is not limited to human differences with regard to race, ethnicity, religion, gender, culture and physical ability. Every individual at NCR has an ongoing responsibility to respect and support a globally diverse environment.

会社説明