

MichaelPage

www.michaelpage.co.jp

Software Sales Executive @Global Company**Software Sales Executive @Global Company****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

1533168

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

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 2000万円

更新日

2025年04月15日 13:27

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

日本での就労許可は必要ありません

募集要項

As the Sales Executive, you'll drive the company's growth in Japan by delivering ESG software solutions to companies across Japan. You'll build and nurture strong relationship with key accounts to create long-term business success.

Client Details

Our client is a globally recognized organization known for its innovative technology and commitment to excellence. They support their clients' growth by offering a suite of software solutions tailored to diverse business needs. With offices around the world, they are dedicated to delivering impactful, customized solutions on a global scale.

Description

- Promote and sell ESG software solutions to prospective clients across various industries.
- Build and maintain strong, long-term relationships with clients and key stakeholders.
- Deliver engaging presentations at events and on-site with customers.
- Develop and implement effective go-to-market strategies to drive business growth and market presence.

Job Offer

- Competitive salary package up to ¥20M OTE.
- Great work-life balance in a supportive environment.
- Professional and collaborative workplace based in Tokyo.
- Attractive and comprehensive benefits package.
- Opportunity to work with a global team across multiple regions.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Marc Breynart at +81 3 6627 6088.

スキル・資格

- Prior experience in software sales.
- Excellent communication and negotiation skills
- Strong drive to make a positive impact in ESG by supporting companies.
- Results-driven mindset with a proven ability to meet or exceed sales targets.
- Japanese (or JLPT N1), and business-level English.

会社説明

Our client is a globally recognized organization known for its innovative technology and commitment to excellence. They support their clients' growth by offering a suite of software solutions tailored to diverse business needs. With offices around the world, they are dedicated to delivering impactful, customized solutions on a global scale.