

Dragon Recruitment Japan K.K

Account Sales Manager

APACの担当案件

募集職種

人材紹介会社

ドラゴンリクルートメントジャパン株式会社

求人ID

1534899

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区

給与

900万円 ~ 2500万円

更新日

2025年04月23日 16:32

応募必要条件

職務経験

3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

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

Job Description

We're in the business of making people happier. Our revolutionary platform helps companies create better experiences that make customers happier at every turn — and every day, we bring career experiences to life that mirror that same sense of passion and purpose.

What You'll Do

- You will be identifying, negotiating and closing big deals in a defined territory. You will be working with CMOs, CTOs, COOs, CIOs, EVPs, and SVPs of some of the biggest brands in the world. You will be working with them to build solutions that allow them to win. We are customer-obsessed.
- You will be called upon to utilize superior salesmanship to develop sales opportunities and identify the necessary

decision-makers and influencers of the prospective deal. We believe it is OK, be fearless.

- You will listen, identify and understand clients/prospective clients' needs and deliver to their expectations. You will be able to build relationships with multiple stakeholders and influence them in a positive way. Helping others succeed makes us happy.

会社説明