



## Software Sales

Stable and growing IT company

### 募集職種

#### 人材紹介会社

Propel Consulting K.K.

#### 求人ID

649456

#### 部署名

Sales

#### 業種

ソフトウェア

#### 会社の種類

中小企業 (従業員300名以下) - 外資系企業

#### 外国人の割合

(ほぼ) 全員日本人

#### 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

2024年12月19日 02:00

### 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

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

#### Position Summary:

- Attending initial sales meetings and meeting the client
- Determining a client's business requirements and whether the products being considered are suitable
- If necessary, presenting your findings to a technical team to act on, and then to the client
- Working directly with end users and/or through channel partners, drive the entire sales cycle from the initial customer

- engagement to closing the sale, involving and leveraging internal technical and management resources as appropriate
- Create and maintain a strong sales pipeline to achieve revenue targets
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## スキル・資格

University or College Graduate.

Languages: Japanese – Fluent / English – Business Level

### Requirements:

- Excellent selling skills
  - Excellent technical knowledge
  - Initiative
  - Presentation skills
  - The ability to write reports and proposals
  - The capacity to work well on your own or in a team
  - Negotiating skills
  - The ability to manage your time and plan your day effectively
  - Minimum of 5 years' experience B2B selling Enterprise Software solutions to a matrix of decision makers and influencers.
  - Experience and knowledge of the Finance or Insurance industry preferred
  - Able to leverage existing relationships and contacts with key decision makers and influencers.
  - Demonstrate a creative approach with a proven ability to open new customer accounts and recruit new channel partners
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## 会社説明

Propel Consulting is an Executive Search Company based in Tokyo. We specialise in providing international businesses with bilingual executives and mid-level professionals.

Our team of experienced consultants collaborate to identify and service the unique needs of candidates and clients across a wide range of industries. We achieve excellence by developing creative solutions that utilise our broad-reaching networks, technology based tools and relevant expertise.

Our innovative approach ensures that we can introduce the best candidates to our clients and the best opportunities to our candidates.

We have helped numerous professionals to join some of the leading international companies in Japan. Our experience enables us to provide candidates with the best opportunities available in their industry.

We will also provide help and support throughout the entire process including: interview advice, resume tips, compensation negotiation and helping you to resign from your present position.

For more information about Propel Consulting, please visit our website: <http://www.propel.jp>