



## Software Sales Account Executive ( Enterprise B2B )

### Cutting Edge Enterprise Software

#### 募集職種

##### 人材紹介会社

Propel Consulting K.K.

##### 求人ID

907989

##### 業種

ソフトウェア

##### 会社の種類

外資系企業

##### 雇用形態

正社員

##### 勤務地

東京都 23区

##### 給与

900万円 ~ 1200万円

##### 更新日

2024年11月19日 00:00

#### 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

ネイティブ

##### 最終学歴

大学卒： 学士号

##### 現在のビザ

日本での就労許可が必要です

#### 募集要項

District Manager

Demonstrated history as an individual contributor selling enterprise software, CRM, ERP, Business Intelligence, or related solutions to senior level decision makers.

Experience building a business highly desired.

Selling to C level or bucho/manager level

Solution selling and business development experience is a plus

Excellent communication and presentation skills

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## スキル・資格

Direct sales, hunter (bring new logo, new client), taking personal quota.

Enterprise application selling background.

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## 会社説明

Propel Consulting is an Executive Search Company based in Tokyo. We specialize 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 utilize 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: <https://www.propel.co.jp>