



## 募集職種

求人ID:	100414
職種タイトル:	セールススペシャリスト Sales Specialist (IT)
人材紹介会社:	ビジョンコンサルティングサービス
部署名:	営業部 / Sales
会社の種類:	外資系企業
外国人の割合:	外国人 少数
勤務形態:	正社員
勤務地:	東京23区
給与情報:	900万円 1100万円
ボーナス:	固定給+ボーナス
歩合給:	
日付:	2008年09月12日 06:25

## 応募必要条件

勤務年数:	1年以上
キャリアレベル:	中途経験者・マネージャーレベル
英語:	日常会話レベル
日本語:	ネイティブ
学歴:	大学卒：学士号
現在のビザ:	日本国籍、または日本での就労許可が必要です

## 募集要項

### ・パートナーセールス

Our Client is committed to a leveraged sales model and is looking for a top caliber Sales Specialist. The ideal candidate will be currently based in the Tokyo Metropolitan Area. He/she will be responsible for managing the existing channel to grow the business and mindshare as well as recruiting and signing new Partners.

#### Responsibilities:

- \* Successfully ramp revenue through Partners.
- \* Identify and target prospective channel partners within the territory as needed.
- \* Work with the Regional Territory Managers to develop and implement Quarterly channel-leveraged business plans.
- \* Create and grow Channel partner pipeline.
- \* Negotiate Partner Agreements.

## スキル・資格

- ・大卒以上、または同等の能力を有する方
- ・IT業界にて3年以上のパートナー営業経験
- ・新規代理店の立ち上げ経験
- ・豊富なIT関連 (ストレージ、サーバ、ネットワーク、アプリケーション等) の知識を有すること
- ・チャレンジ精神が旺盛であること
- ・英語力(TOEIC600点以上が望ましい、ただし勉強意欲があれば可)

Requirements:

- \* 2+ years experience in IT-partner Sales.
- \* High knowledge level of IT related to Storage, Server, Network or Applications.
- \* 2+ years of storage sales or channel experience required
- \* Excellent communication skills, self-motivated and superior sales skills.
- \* BA/BS in Business, Management, Computer Science, or Engineering fields
- \* Working knowledge of personal computers and applications
- \* Business level English

## 会社概要

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IT Focussed Human Resource Solutions - Based in Tokyo, Japan, Vision Consulting Services K.K. helps your organization build winning teams. We support foreign capitalized IT firms with Tokyo based offices. Our range of HR services include Executive Search, Temporary Staffing and Learning & Development programs. We believe in genuine partnerships where the success of our clients is the key to our continued growth.

Vision Executive Search Recruiting Services

### Quality People

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