



募集職種

求人ID: 61730
 職種タイトル: Sales Manager [A Global IT Solutions Company]
 企業名: フュージョン-システムズ-ジャパン株式会社
 部署名: Business Development
 勤務形態: 正社員
 勤務地: 東京23区
 給与情報: 経験考慮の上、応相談
 日付: 2008年10月08日 10:46

応募必要条件

勤務年数: 3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: ビジネス会話レベル
 日本語: ビジネス会話レベル
 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

This position is designed to allow for business development to domestic and multinational accounts in Japan. The successful candidate will be given all of the tools necessary to succeed. Qualified candidates should have solid business development and sales experience with IT services, hardware or software solutions.

Essential duties and responsibilities (IT Solutions Sales Manager)

- Develop an extensive network of clients to use Fusion Systems services and products and achieving sales targets.
- Create materials and research suitable markets for the development and penetration of new services to increase sales.
- Implement and maintain the highest level of customer service, building good relationships with customers and ensuring their needs and requirements are recognized and fulfilled.

- Build strong strategic relationships with Hardware/Software providers to promote service offering and add value to the solution model.

Conditions:

- Annual salary review
- Bonus payments made based on Commission Structure
- 9 hrs average working day / 5 day working week
- Social Insurance
- Company pension scheme.

スキル・資格

Essential skills: (IT Solutions Sales Manager)

- Knowledge and experience of selling consulting services.
 - Experience in Solution Sales
 - Provide proof of past sales history and experience
 - Understand basic systems integration plan
 - Strong knowledge of 3rd party vendor solutions for Japan
 - Knowledge of IT Industry including software and hardware
 - Vertical knowledge in one of the following industries: Finance, Manufacturing, Transportation, Life Science, Consumer/Retail...
 - Be proficient in Microsoft Outlook, Word, Excel and PowerPoint packages
- * Knowledge of Sales Force Automation tools is a plus.
- * English language speaking skills is important but not 100% necessary.

* Japanese language speaking skills is important but not 100% necessary.

会社概要

Fusion Systems is seen as one of Asia ' s fastest growing leaders in IT systems consulting, with offices in Tokyo, Shanghai and Hong Kong. Our systems consultants are spread out across Asia providing high level consulting, design, implementation, on-site support and maintenance of enterprise based systems. Fusion strives to bridge the gap between global vision and the local realities of IT systems development. By leveraging our regional teams of market-proven IT professionals we successfully bring IT and human intelligence together to deliver superior business intelligence systems and infrastructure to this region and the world ' s leading corporations.

While our business model allows for any opportunity to present itself to our team of IT professionals, Fusion Systems focuses on industries where we have exhibited profound success dating back to 1992: finance and capital markets, automotive & transportation, consumer & retail, infrastructure, media & telecommunications, business services and technology co-sourcing.

Our locations across Asia are staffed with seasoned consultants and IT specialists pre-positioned for rapid deployment to nearby customers. With extensive experience in technologies such as UNIX & Windows, C/C++, .net/C#, and Java as well as open-source environments, our IT consultants deliver world class solutions on time and within budget.

Fusion ' s consultancy team are comprised of IT professionals from all over the globe, with many holding degrees of higher education and speaking Mandarin Chinese, Cantonese, Japanese, Korean and English.

Since 1992 corporations from Europe, North and South America, and across Asia have come to trust Fusion Systems to deliver a high quality of systems expertise. By closely aligning our interests with those of leading technology partners (e.g. Adobe, Bloomberg, Cisco, EMC, Microsoft, Oracle) Fusion remains consistently positioned to leverage and deliver solutions that meet or exceed the expectations of our clients.

フュージョンシステムズは、ミッションクリティカルソリューションに特化した、ソフトウェア開発及びシステムインテグレーションのリーディングカンパニーです。弊社はビジネスパートナーと強固な関係を築くことで、幅広い業界やテクノロジー企業向けのビジネスインテリジェンスソリューションを開発し、導入頂くことに成功しています。また、東京及び上海の拠点はいずれもビジネス街の中心に位置します。

我々は卓越した機動性、柔軟性、反応性を兼ね備えたITパートナーです。プロジェクトに先立ち各拠点に配備された豊富な人的リソースを用いて、お客様のプロジェクトチームを補強するための完全なプロジェクトチームや、熟練したス

キルを持つ各コンサルタントを迅速に出動させることが可能です。我々は金融から製造-ロジスティクスに至るまで、多くの産業における豊富な経験を有します。

フュージョンシステムズのパートナー達は、ゴールドマンサックス、モルガンスタンレー、ゼネラルモーターズといった世界有数の技術水準を誇る企業から頂く、厳しい要求からなる挑戦的なプロジェクトを成功に導いてきました。我々のパートナー及びコンサルタントはニューヨーク、東京、チューリッヒ及び上海において豊富な実績を誇ります。