

Software Sales Manager 営業

仕事ID:	86043
職種タイトル:	Software Sales Manager 営業
企業名:	Vision Consulting Services K.K.
仕事の形態:	正社員
部署名:	Sales
勤務地:	Tokyo, 東京都
給与:	1200 荳 - 2500 荳 固定給+ボーナス 固定給+歩合給
最終更新日:	2008年08月29日
職務経験:	3年以上
英語レベル:	日常会話レベル
日本語レベル:	ビジネス会話レベル
最終学歴:	大学卒：学士号
現在のビザ:	日本での就労許可：有
スキル・資格:	? Demonstrated performance in Solution/ IT Service Sales. ? Should have had a Fast Track growth path right through the career ? History of high sales achievement ? Strong Techno-Commercial/ Business Orientation and Cost Sensitive Open to Travel ? Experience in helping clients to identify, evaluate, and implement IT outsourcing ? Comfortable in a fast-paced, high-pressure, rapidly evolving entrepreneurial environment ? Hard-working, detailed, quality and deliverable-oriented ? Strong, reference able track record with customers, channels and employers. ? Experience with both direct and indirect sales channels. ? Compelling, powerful references. ? Charismatic leader, solid ' team player ' . ? Japanese and English language skills. ? Excellent presentation and proposal/RFP skills ? Experience in selling both System S/W and Application S/W services. ? International cross-cultural experience. ? Experience in selling to both technology companies and end user clients. ? Experience in motivating and mentoring employees who are part of the project team. Education: A university degree is required. An advanced degree in IT/ related field or an MBA is highly desirable. Would work quite independently and develop and manage own team. Japanese National or foreigner who has software sales experience in Japan.

募集要項:

The ideal candidate for the position is a seasoned sales professional with direct sales experience selling professional services or consulting solutions.

Salary based on current salary and experience.

The candidate has experience in selling in ANY of the following areas:

- Hi-Tech and Manufacturing
- Financial
- Telecom
- Retail
- Media and Entertainment
- Games
- Life Sciences
- Transportation and Logistics
- SCM

The candidate should have experience selling client solutions and projects. The successful candidate will have strong presentation skills, qualification, negotiation and closing skills with a consistent record of success in previous sales positions.

The candidate must have a well-developed capability for opening new accounts and establish relationships to grow this to a dedicated S/W center or strategic global relationship. At executive levels, the candidate must be able to generate, communicate, and justify client value equations to executives. The candidate should be keen to participate in face-to-face relationship with the customer with a view to have proper control on account. The candidate will be measured on the new named accounts opened and the profitability generated as a result of the new sales initiative.

In addition to well developed interpersonal, cross-cultural and leadership skills, the person must be effective in negotiating and closing complex contracts. The person filling this role must be comfortable in working in a high growth fast-paced environment.

会社紹介:

Based in Tokyo, Japan, Vision Consulting Services K.K. helps your organization build winning teams. Through Executive Search, Temporary Staffing, and Learning Development programs, we help you hire and develop the best talent possible. 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

Let Vision Consulting find the employees that meet your unique staffing needs. We

specialize in finding bi-lingual native Japanese and foreign staff with the right skills for your organization. Candidate search, screening, interviews, background checks, learn more. Vision Consulting is a fully licensed Jinzai Shoukai and Jinzai Haken vendor.