

Account Executive , BPM, SOA アカウトエグゼキュチブBPM, SOA

Job ID: 87241
Job Title: Account Executive , BPM, SOA アカウトエグゼキュチブBPM, SOA
Company Name: TMC Japan
Job Type: Full-time
Division: Sales
Job Location: Tokyo, Tokyo Prefecture
Salary: Negotiable, based on experience
Salary + Commission
Date Posted: August 21st, 2008
Minimum Experience Level: Over 6 years
Minimum English Level: Business Level
Minimum Japanese Level: Fluent
Minimum Education Level: Bachelor's Degree
Visa Status: Permission to work in Japan
Required Skills: Requirements:
Enterprise Software sales experience to major enterprises
Direct Sales Experience
Strong relationship management skills with existing and new accounts
Experience with software solutions, BPM, SOA, EAI
Knowledge of business integration, software integration
Strong communication skills, presentation and consulting skills
Business level English

ソリューションのダイレクトセールス経験と実績
大手企業に対するBPM,SOAソリューション営業経験
既存、新規顧客と強い人間関係を確立する能力
連携する他部門との協力を効果的に行える
ビジネス・インテグレーション分野への知識・興味必須
顧客に対してのコンサルティング、プレゼンテーション能力、コミュニケーション
スキル
要英語力 (TOEIC 650以上)

Job Description: Direct sales of BPM, SOA software to major Enterprise customers in Japan.
Develop and grow relationships with existing and new customers
Consult with customers about their business needs and how BPM, SOA solutions can increase efficiency and profitability.
Cross sell and integrate solutions over different departments.
大手企業に対するソリューションの販売,
BPM,SOAソリューションのダイレクトセールス、直販
既存、新規顧客のビジネス開発業務
お客様のビジネスニーズを把握して、それに対してBPM, SOAソリューションを提案

Company Description:

TMC Japan is the premier executive search and recruitment company to foreign capital enterprises in Japan. We have established our reputation by having an unmatched knowledge of our clients' industries and deep and long-standing contacts throughout the technology and finance sectors with qualified bilingual professionals.

Our Commitment

TMC Japan provides a consulting service to qualified bilingual mid- and upper-level technology, finance and consumer professionals seeking to improve their careers and working environments. We advise our candidates on how to better their careers drawing from our many years of experience dealing with foreign-capital companies in Japan.

Your decision to change your job can affect every dimension of your life. That's why our consultants spend time to understand your needs and your future career expectations. Our consultants are career guidance specialists who often have extensive work experience within their focus areas. We help you connect with the leading companies in your industry.

We maintain relationships with our candidates that last for their entire careers. TMC prides itself on the fact that we help build successful careers.

Technology Professionals

TMC Japan started out more than 5 years ago by focusing on IT recruiting and has since established itself as the Premier Agency in Tokyo in the industry. Most of the consultants within TMC Japan's IT consulting department are experienced IT professionals themselves, who understand your position and your needs. We have built a reputation upon our professional treatment and of our engineer, sales and marketing candidates.

Back-Office Professionals

All businesses have back offices where the numbers are crunched, the money is counted, the budgets are created and the profits are forecasted. Whether a world leader in technology with over 2000 employees or a gourmet chocolate company with a staff of 20, businesses in Japan that are part of the global economy need bilingual back office personnel to help run their operations.

Our Clients

Finding the best and the brightest bilingual IT, accounting and finance professionals is no easy task. That is why businesses from single office startups to Fortune 500 multi-national corporations have chosen TMC Japan to fulfill their hiring needs.

We work for a group of select organizations that rely on TMC Japan to identify and evaluate some of the strongest talent in the technology, consumer and finance fields in Japan. This network of select clients provides you - the candidate - with some of the best opportunities in today's market. If you are interested in learning more about some of these companies or if you are actively making that next career move - you need to contact us!

We are committed to providing you - the candidate - with the highest level of professionalism and confidentiality. Once you get to know us, you will have the first hand experience of seeing what separates us from the rest:

A well established and respected position in our marketplace

We will share our knowledge and experience to help you reach your career objectives

Highly skilled management consultants with industry knowledge, coupled with our extensive Executive Search and Recruitment consulting experience

We are a preferred provider with exclusive assignments with the majority of the largest and most respected foreign-capital corporations in the world

We have a history of consistent and successful placements

Ultimately, our success is based on our ability to develop and maintain strong individual relationships with our candidates and clients. We help build relationships by bringing people together!

TMC History:

TMC was founded in 2003 -- in Tokyo -- by Australian and British businessmen Nick Pollock & Karl Caldeira. The founding partners had the following values in common: excellence, integrity, enthusiasm and pursuit of improvement. These core values have contributed to their success.

We maintain relationships with our candidates that last for their entire careers. TMC prides itself in that we help build successful careers.

Your search ends with us!

Nick Pollock, Karl Caldeira (Managing Partners)