

Global Account Manager - Kansai

<u>Job ID:</u>	93771
<u>Job Title:</u>	Global Account Manager - Kansai
<u>Company Name:</u>	CDS K.K.
<u>Job Type:</u>	Full-time
<u>Division:</u>	/
<u>Job Location:</u>	/, Osaka Prefecture
<u>Salary:</u>	10 million yen - 20 million yen Salary + Bonuses
<u>Date Posted:</u>	April 25th, 2008
<u>Minimum Experience Level:</u>	Over 6 years
<u>Minimum English Level:</u>	Business Level
<u>Minimum Japanese Level:</u>	Fluent
<u>Minimum Education Level:</u>	Bachelor's Degree
<u>Visa Status:</u>	Permission to work in Japan
<u>Required Skills:</u>	<ul style="list-style-type: none">&middot; 5+ years successful experience and a proven track record of driving business with a large system integrator&middot; Proven new business development skills within an industry&middot; Proven experience in managing and negotiating large, complex business development initiatives from start to finish&middot; Skillful at interfacing with senior executives&middot; Strong written, verbal, presentation, and sales skills&middot; Enterprise applications software experience (preferred)

Job Description: The global account manager oversees partner activities at all levels by building a comprehensive business plan for the alliance, including identifying, incubating, and bringing to market value added repeatable partner service/solution offerings. Also, connecting the proper partner and company resources to achieve business plan goals. The global account manager will work closely with all internal lines of business to ensure alignment of their activities with corporate initiatives and objectives. The position will be based in Osaka with frequent trips overseas.

Key Responsibilities:

- · Develop an annual global business and enablement plan derived from input from relevant internal personnel and their counterparts within the global team.
- · Establish priorities based on the overall plan and make sure that these priorities are clearly transmitted and carried out by the team
- · Conduct quarterly executive reviews and proactively manage to desired business results
- · Build and manage the executive relationships with the global practice leaders
- · Identify opportunities and provide guidance to initiate and support the partner in exploiting these competencies
- · Proactively manage the pipeline to minimize deal risk and maximize

revenue

&middledot; Support the regional account management team and communicate ' best practices ' to build reliable working relationships

Company Description:

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