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Strategic Enterprise Account Executive 👍 Exclusive job

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Cloud Observability Platform

Job ID
1457779

Industry
Software

Company Type
Small/Medium Company (300 employees or less) - International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Chiyoda-ku

Train Description
Yamanote Line, Tokyo Station

Salary
15 million yen ~ 20 million yen

Salary Commission
Commission included in indicated salary.

Refreshed
August 22nd, 2025 09:01

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation

Minimum Japanese Level
Native

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

The Strategic Account Executive role focuses on acquiring and nurturing relationships with key customers in the cloud environment, with a strong emphasis on understanding their pain points and providing tailored solutions.

Key Responsibilities:

- Engage with large enterprise clients, employing an efficient sales process

- Create and manage relationship maps within your assigned territory

- Gain a deep understanding of each customer's business needs

- Negotiate pricing and terms effectively, emphasizing value and ROI

- Expand customer reach within your territory while maintaining existing relationships

- Demonstrate resourcefulness in solving complex challenges

- Utilize intuitive judgment to close deals and secure customer validation

- Identify and leverage key business drivers for all opportunities

- Maintain accurate and consistent forecasting

Qualifications:

- Minimum 5 years of experience in closing deals, with a mix of enterprise field selling

- Proven track record of meeting or exceeding direct sales goals of $1M+ with an average deal size of $100k+

- Proficiency in prospecting and pipeline building

- Experience in innovative tech companies, preferably in SaaS or IT infrastructure

- Previous success in selling to large Fortune 1000 companies and acquiring new logos

- Proficiency in native/fluent Japanese and intermediate-level English

We value diversity and understand that not all applicants will meet all qualifications initially. If you have a passion for technology and a desire to grow your skills, we encourage you to apply.

Benefits and Growth Opportunities: - High earning potential based on performance - New hire stock equity (RSU) and employee stock purchase plan (ESPP) - Continuous professional development, product training, and career advancement - Sales training in MEDDIC and Command of the Message - Intra-departmental mentorship and networking program - Inclusive company culture with Community Guilds - Competitive medical benefits and retirement savings match - Pet adoption and insurance program

Note: Benefits and Growth Opportunities may vary depending on your employment country and nature of employment with us.

About Us:

We are a global SaaS company on a mission to simplify complexity in the cloud age. Our focus is on enabling digital transformation, cloud migration, and infrastructure monitoring for organizations of all sizes and industries. We are proud of our engineering-driven culture and promote professional development, diversity, innovation, and excellence. Join us and be part of a collaborative, forward-thinking community where we tackle challenges, take calculated risks, and celebrate one another. Learn more about #LifeAtOurCompany on Instagram, LinkedIn, and Our Company Learning Center.

Equal Opportunity:

We are committed to equal employment opportunity for all, regardless of race, color, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity, veteran status, and more. We also consider qualified applicants regardless of criminal histories, in compliance with legal requirements.

Your Privacy:

Any information you share during your application process will be handled in accordance with our Applicant and Candidate Privacy Notice.

Company Description