



JR1974007 Telco Account Manager

international company, flexible

Job Information

Hiring Company

NVIDIA GK

Subsidiary

Nvidia

Job ID

1462774

Division

Sales

Industry

Other (IT, Internet, Gaming)

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7.5 million yen ~ 20 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

May 9th, 2024 01:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are the world leading in the accelerated computing and artificial intelligence, so your benefit is to get the brilliant experience and the latest knowledge in accelerated computing filed such as Generative AI. Sales Manager for Telco will be responsible for effort to seek revenue targets, pipelines and business development. And the sales manager is a crucial

member to our strategic account group that deliver on NVIDIA's projected growth opportunity.

We believe Sales Manager needs to be a multifaceted leader who can influence and negotiate with decision makers such as CTO, CIO, Directors of IT and equivalent positions in customers, system Integration partners and OEM partners. Sales manager not only builds out our sales strategy but also delivers on revenue growth plans.

What you'll be doing:

- You will drive all aspects of significant revenue, demand creation, business development, forecasting, sales management, training and education customers.
- Will supply to and be responsible for the revenue growth of our datacenter products in customer and end users for Deep Learning/AI, Digital Twin and Networking.
- Making revenue growth plan and strategy and executing.
- Implement strong methodology for forecasting revenue.
- Own your pipelines in Salesforce and supervise them in this system.
- Working with eco-system partners to make solutions for customers and working closely with channel partners to over deliver on revenue targets.
- Evangelize at customers, partners and its eco-system with NVIDIA platform, the latest study and use cases in WW to build extendable GPU and Networking market in targeted industries.
- Deliver training and seminars at customer site and public for market creation, demand generation and expansion of Deep Learning, Digital Twin and Networking to developers.
- Take internal leadership at globally.

Required Skills

What we need to see:

- Bachelor's degree required.
- 10+ years of experience in the enterprise business, proven experience in sales or business development in Telecom.
- Should have excellent communication and presentation skill and be a self-starter, working with few directions.
- Proven record of exceeding revenue targets.
- Technical knowledge in software development, IT solutions.
- Experience in developing market or communities.
- A history of successfully working with technology providers and crafting eco-system.
- Good English communication skill in email and web-conference.
- Experience applying Salesforce or equivalent tools for pipeline management.
- Logical and critical thinking.

Ways to stand out from the crowd:

- We are expecting business development and sales experience in Telecom industries.
- Successful business development experience and achievement with your initiatives.
- Making the good relationship with customer and partner executives.
- Fast learner!

Company Description