

NCR VOYIX

アカウントエグゼクティブ（リテール） | Account Executive (Retail)

Consultative Sales Role | コンサルティング型営業

Job Information

Hiring Company

NCR Voyix

Job ID

1529272

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chuo-ku

Salary

7 million yen ~ 10 million yen

Refreshed

July 17th, 2025 01:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

職種名：

アカウントエグゼクティブ（リテール）

勤務地：【募集要項 本ポジションの魅力】

英語をいかせるか：記載なし

働き方：東京勤務、顧客対応主体の営業職

業務内容：流通業向けITソリューション営業

会社の特色：大手法人向けソリューション提案に強み

勤務地：
茅場町、東京

求人情報詳細
業務内容：

流通業に対するSolution販売

お客様の抱えるIT課題やニーズをヒアリングし、NCRのソリューションを提案しクロージングする

担当する業界 流通業（主に専門店・量販店）のユーザーおよび新規顧客

Job Title:
Account Executive (Retail)

Location:
Kayabacho, Tokyo, Japan

Work Style:
Based in Tokyo with a customer-facing sales role.

Job Description:
Responsible for selling IT solutions to the retail industry. You will engage with customers to understand their IT challenges and needs, propose NCR's solutions, and close deals. The role focuses on serving existing users and acquiring new customers mainly in the retail sector, including specialty stores and mass merchandisers.

Company Highlights:
Strong expertise in proposing solutions to large enterprise clients.

Required Skills

必須：

大卒以上

営業経験 10 年以上 (IT 業界)

顧客企業のビジネス課題を正しく理解し、適切なソリューションを提案・コンサルティングできるスキル。

顧客との信頼関係を構築し、社内各部署の協力を得ながら円滑に業務を遂行できるコミュニケーションスキル。

大手法人向けソリューション営業として必要となる各種基本スキル（計画立案、提案書作成、プレゼン、進捗管理など）。

尚可：

IT業界・SIベンダー出身（できれば流通小売業担当の経験者）

Requirements

Must-have:

- Bachelor's degree or higher
- Over 10 years of sales experience, preferably in the IT industry
- Ability to accurately understand clients' business challenges and propose appropriate solutions with strong consulting skills
- Excellent communication skills to build trust with clients and collaborate smoothly with internal teams
- Proficiency in core skills required for enterprise solution sales, including planning, proposal writing, presentations, and progress management

Preferred:

- Background in the IT industry or as a system integrator (SI) vendor
- Experience handling clients in the retail or distribution sector is a plus

Company Description