

Dragon Recruitment Japan K.K

Account Sales Manager

APACの担当案件

Job Information

Recruiter

Dragon Recruitment Japan K.K

Job ID

1534899

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 25 million yen

Refreshed

August 13th, 2025 08:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

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We're in the business of making people happier. Our revolutionary platform helps companies create better experiences that make customers happier at every turn — and every day, we bring career experiences to life that mirror that same sense of passion and purpose.

What You'll Do

- You will be identifying, negotiating and closing big deals in a defined territory. You will be working with CMOs, CTOs, COOs, CIOs, EVPs, and SVPs of some of the biggest brands in the world. You will be working with them to build solutions that allow them to win. We are customer-obsessed.
- You will be called upon to utilize superior salesmanship to develop sales opportunities and identify the necessary

decision-makers and influencers of the prospective deal. We believe it is OK, be fearless.

- You will listen, identify and understand clients/prospective clients' needs and deliver to their expectations. You will be able to build relationships with multiple stakeholders and influence them in a positive way. Helping others succeed makes us happy.

Company Description