



PR/087020 | Account Manager, Team Lead(f / m / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1539238

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

May 13th, 2025 10:31

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A Japanese independent IT company that provides software products and solutions, with a particular strength in development support tools.

Their goal is to help companies and users succeed based on their philosophy of "Helping the world."

They provide a variety of solutions to improve digital operations in a wide range of industries and occupations by proactively incorporating no-code and low-code technologies that enable system construction without IT expertise and software development support tools that have sold a cumulative total of 1.2 million licenses. They also have more than 30 years of experience in providing business systems that support school management, which have been introduced in more than 3,600 private schools nationwide, and business systems for nursery schools and other social welfare facilities.

JOB RESPONSIBILITIES

You will be responsible for selling licenses of their SaaS products in front-end development to the customer's IT department

(engineers) and C-level, while working closely with their marketing and development departments. This position is expected to be a management candidate with subordinates in the future.

.NET and JavaScript languages used behind the scenes, for example, their software is used by bank traders to process bulk data in real time, or components that process huge amounts of data for selling and buying, so they also need to have such technical conversations with their customers' developers.NET and JavaScript languages used behind the scenes.

Points of Attraction

Vision for Germany

- The company's vision is to be of service to the world. Their mission is to strengthen marketing, sales, support, planning and development for the further development of Europe and its developers, where DX is making remarkable progress.
- As a second founding member in Europe, you will join our team during the period of corporate transformation, when we will incorporate the company in the next fiscal year.
- As a start-up company, you will have the opportunity to use your experience in a wide range of areas.
- You will be able to work in a global environment, collaborating with team members in Japan, the U.S., and other countries. (English is the main language used in the company, but Japanese is also acceptable.)

JOB REQUIREMENTS

COMPETENCY ("Must") *Must meet all of the following requirements

- At least 5 years of field sales experience in business application software or SaaS software for enterprises (5-15 years preferred)
- Business level English / German (either required)
- Ability to read and understand internal documents and materials written in English or German. Experience in providing support to users, etc.
- Ability to work independently and not just in an inside sales role
- A strong interest in up-selling, cross-selling, customer success, marketing, etc.

BENEFITS

- Paid vacation 30 days
- Working hours: 40 hours/week

*During the start-up period, employees are required to come to work, but after stabilization, hybrid work can be considered.

- Working hours: 8:00-17:00

*Flexible depending on the availability of tasks.

- Full-time employment
- Bonus paid
- Flex Time system
- Transportation expenses not included
- Location: Düsseldorf

Apply online or feel free to contact me directly for more information about this opportunity.

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Company Description