

MichaelPage

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Sales - Large Enterprise, Software Vendor

Account Executive - Large Enterprise

Job Information

Recruiter

Michael Page

Job ID

1539354

Industry

Software

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Holidays

Saturday and Sunday

Refreshed

May 13th, 2025 11:23

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Our Client is seeking a driven and detail-oriented Sales professional for Large Enterprise customer, who will play a crucial role in expanding their customer base within the Japan territory.

Client Details

The company is a large-scale organization dedicated to providing a top-tier communication experience management (CXM)

solutions for businesses across multiple industries. Known for its innovation solutions, it thrives in delivering high-quality products and solutions to large enterprises worldwide. They do have around 15 people in Japan.

Description

- Identify and establish new business opportunities within the large enterprise customers.
- Build and maintain relationships with large enterprise clients.
- Develop sales strategies tailored to the customer's needs.

Job Offer

- A competitive salary package 25M OTE (60:40)
- Fully working from home.
- Stocks and RSUs
- Solid opportunity to work on a global culture.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543

Required Skills

A successful Sales - Large Enterprise should have:

- Proven track record of successful sales in the software industry.
- Hunter sales mindset and capable of developing the large enterprise customers.
- Proficiency in CRM software and Microsoft Office Suite.
- Ability to work in a fast-paced environment.
- Fluent Japanese and business English.

Company Description

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