

MichaelPage

www.michaelpage.co.jp

High touch sales, Cybersecurity

Account Executive, Cybersecurity

Job Information

Recruiter

Michael Page

Job ID

1539356

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

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 11:40

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Basic

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 High Touch Sales professional, capable of driving business growth and building customer relations within the Cybersecurity Industry.

Client Details

The company is a well-established player in the Cybersecurity Industry. With its large global footprint, it fosters an

environment of innovation and high-performance, focusing on providing top-tier technology solutions. They have around 200 people in Japan business.

Description

- Develop and implement effective sales strategies to drive business growth.
- Build and maintain strong, long-lasting customer relationships.
- Develop new customers within the manufacturing, Finance, Automotive (wide range of Industry).
- Mostly develop the new clients portfolio.

Job Offer

- Attractive compensation and benefits package (24M OTE)
- Fully working from home.
- Opportunity to work in a global leader in Cybersecurity industry.

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 High Touch Sales professional should have:

- Solid high touch sales within the cybersecurity industry.
- Strong connections with in the large enterprise customers.
- Capable of closing large size deals.
- Excellent communication, negotiation, and presentation skills.
- Fluent in Japanese.

Company Description

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