

MichaelPage

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Senior Account Manager

Account Manager | SaaS Work Solutions

Job Information

Recruiter

Michael Page

Job ID

1539973

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

14 million yen ~ 25 million yen

Refreshed

May 19th, 2025 17:53

General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This is an exciting opportunity to join a fast-growing global SaaS company providing cloud-based work management and collaboration solutions. You will lead enterprise sales activities in Japan, driving both new customer acquisition and existing account management.

Client Details

Global SaaS company offering a cloud-based work management platform used by enterprises worldwide to manage projects, tasks, and team collaboration in real time. Their solution integrates with major tools such as Microsoft Teams, Slack, and Google Drive, supporting digital transformation and productivity in various industries. The Japan business is scaling up and looking for strong sales leadership to drive further market growth.

Description

- Manage the full sales cycle for enterprise clients across multiple industries.
- Drive new business development to expand the customer base.
- Build and grow relationships with existing customers (account management).
- Work with internal and international teams to align sales strategies.
- Report directly to the local leadership and collaborate with global stakeholders.

Job Offer

- Competitive Salary Package: Up to JPY 20 million OTE (60% base / 40% incentive)
- Leadership Role: Opportunity to contribute to the Japan business growth strategy.
- Global Environment: Work closely with international teams and leadership.
- Career Growth: Be part of a company expanding its presence in Japan's SaaS market.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Tuba Khanon +81 3 6832 8681.

Required Skills

A successful Account Manager should have:

- 5-10 years of SaaS or IT solution sales experience, preferably with enterprise clients.
 - Proven track record in both new business development and account management.
 - Business-level Japanese and English communication skills.
 - Ability to lead customer engagements and drive sales strategy execution.
 - Motivated, growth-oriented, and collaborative mindset.
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Company Description

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