



【外資系】 データセンターの営業担当

ITインフラ | アジアのインフラを支える | インターナショナル

Job Information

Hiring Company

Digital Edge (Japan) G.K.

Job ID

1540603

Division

営業部

Industry

Other (IT, Internet, Gaming)

Company Type

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

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Train Description

Chiyoda Line, Otemachi Station

Salary

Negotiable, based on experience

Work Hours

9時から18時（内休憩 1 時間）

Holidays

土曜日、日曜日、祝日、年末年始（12月29日から1月3日）

Refreshed

May 23rd, 2025 19:22

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Account Executive (営業)

What we need:

Reporting to the Country Manager in Japan, this role requires strict adherence to company policies and will focus on collaborating with the team to sell the Digital Edge platform, promoting the Digital Edge value proposition to prospects, customers, and the market, developing customer relationships and expanding the business. This role is based in Tokyo, Japan.

Key responsibilities:

- Promote data center services operating in Japan and Asia, new business development to target companies
- Understand customer agendas and provide value proposition to promote long-term contracts.
- Utilize CRM and other sales tools to manage progress toward achieving quarterly sales targets and report regularly to the Country Manager
- Acquire new customers and create up-sell and cross-sell opportunities for the existing customers
- Prepare proposal materials for customers and internal stakeholders and deliver presentations
- Actively champion and implement policies and procedures for occupational health & safety in the workplace, information security management, environmental management systems; incident management; and comply with all legal regulatory requirements of the organization

Required Skills

- At least 7 years+ of sales experience (Data Center sales experience preferred)
- Proven experience in new customer acquisition and account management, with a track record of developing and executing strategies in a growing market
- Excellent communication and presentation skills, with the ability to build strong relationships with customers and effectively convey value propositions
- Proficiency in Microsoft Excel, Word, and PowerPoint, with the ability to create proposal materials and manage progress
- Fluent in Japanese is mandatory, preferably with conversational-level English skills, with the ability to operate effectively in a global business environment

Company Description