

MichaelPage

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Partner Sales Manager, SaaS

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Job Information

Recruiter

Michael Page

Job ID

1542553

Industry

Software

Company Type

Small/Medium Company (300 employees or less)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Holidays

Saturday and Sunday

Refreshed

May 27th, 2025 14:42

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

Our client is looking for Partner Sales Manager who is ready to take on the challenge of driving sales growth within the software industry (Business application/SaaS focus). The ideal candidate will have a strong understanding of the market and be adept at establishing productive partnerships to drive sales in Japan region.

Client Details

Our client is a globally recognized leader within the experience management (XM) software. They do have around 120 people in Japan with around 30 sales person. They do operate both in direct and partner business model in Japan.

Description

- Develop and execute strategic Partner plans.
- Establish productive, professional relationships with key personnel in partner accounts.
- Coordinate the involvement of company personnel, including support, service, and management resources, to meet partner performance objectives and partners' expectations.
- Proactively lead a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones.
- Drive adoption of company programs among assigned partners.
- Manage existing partners and develop new partners.

Job Offer

- An attractive salary of approximately 18M JPY+
- Good work life balance, working from home available.
- RSUs and stocks

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 Partner Sales Manager should have:

- Partner sales experience within the Software SaaS (Business Application) Industry.
- Experience developing new partner and manage existing partner.
- Excellent negotiation and communication skills
- Fluent Japanese and limited business English.

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