

MichaelPage

www.michaelpage.co.jp

Account Manager, Financial Software

Account Manager, Financial Software

Job Information

Recruiter

Michael Page

Job ID

1543008

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

13 million yen ~ 18 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 29th, 2025 09:12

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

We are seeking a motivated Account Manager with a passion for the Financial technology software client. The ideal candidate will excel at building relationships and identifying opportunities to drive sales growth within the Japan territory.

Client Details

Our client is India based global software company, famous for their software selling to Finance Industry. They have 40

people in Japan and as the part of their growing business they are hiring 3 new account managers.

Description

- Develop and maintain strategic long-term trusting relationships with clients.
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics

Job Offer

- Salary package 12M Base (18M OTE)
- Good work life balance, working from home available.
- Business Trip available.
- RSUs and stock options.

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 Account Manager should have;

- Account management experience within the Software Industry, finance customer focus.
- Good experience with CRM software and MS Office (particularly MS Excel)
- Able to manage existing customer and develop new customers.
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail.
- Fluent Japanese and business English

Company Description

Our client is India based global software company, famous for their software selling to Finance Industry. They have 40 people in Japan and as the part of their growing business they are hiring 3 new account managers.