



Global Account Manager (English speaking)

Job Information

Hiring Company[COGENT JAPAN GK](#)**Job ID**

1543047

Industry

Internet, Web Services

Company Type

International Company

Job Type

Permanent Full-time

Location

Japan

Salary

Negotiable, based on experience

Refreshed

June 3rd, 2025 10:28

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Companywww.cogentco.com

Cogent Communications is a multinational, Tier 1 facilities-based ISP, consistently ranked as one of the top five networks in the world and is publicly traded on the NASDAQ Stock Market under the ticker symbol CCOI.

Cogent specializes in providing businesses with high speed Internet access and Ethernet transport services. Cogent's facilities-based, all-optical IP network backbone provides IP services in over 217 markets globally. Since its inception, Cogent has unleashed the benefits of IP technology, building one of the largest and highest capacity IP networks in the world. This network enables Cogent to offer large bandwidth connections at highly competitive prices. Cogent also offers superior customer support by virtue of its end-to-end control of service delivery and network monitoring.

Responsibilities

Identify new business opportunities within national and regional sales territories. Through direct calling, email and contact efforts you'll work directly with the nation's leading IT Decision Makers on current and future connectivity solutions. With consultative and relationship building selling techniques you'll identify companies current and future needs and help them by positioning Cogent's services for new business.

Global Account Managers will achieve monthly revenue goals by selling into the nation's largest commercial and retail buildings, carrier neutral hotels, data centers and colocation facilities.

What we offer

- A generous base salary and an **uncapped commissions plan offers you an unlimited earnings potential.**
 - Designed to support your success through focused mentorship, trainings, and personal coaching.
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Required Skills

Requirements

- **Candidate must have proven experience in a direct hunting, B2B sales role and quota achievement.**
- You must be able to demonstrate your ability to identify, qualify and generate new business through extensive prospecting and research.
- A qualified candidate will have 4-8+ years of solid, B2B sales experience in a telecom arena with collocation and wholesale experience. Previous experience with telecommunications, specifically data transport is also a plus.
- You must also be able to work in a fast paced, team environment with revenue deadlines. A track record of success and recent experience is required.
- Remote work arrangement.
- Experienced and professional communication skills both oral and written are a must.
- A college degree is preferred but not required.
- Professional knowledge of computer applications such as Microsoft Office and a CRM are a plus.
- Fluency in both Japanese and English is required to effectively communicate with both Japanese and English speaking clients. Proficiency in an additional Asian language is also a plus.
- Applicants must have work rights in Japan with no restrictions.

Cogent Communications is an Equal Opportunity Employer.

Company Description