

MichaelPage

www.michaelpage.co.jp

Account Executive (mega banks)

Head of Sales Division

Job Information

Recruiter
[Michael Page](#)
Job ID

1543648

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 18 million yen

Refreshed

June 5th, 2025 11:31

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

We are seeking a dedicated Account Executive to join our sales team and manage our relationships with mega banks in the Technology & Telecoms industry. The ideal candidate will proactively identify new opportunities, drive account strategies, and ensure customer satisfaction in the Tokyo area.

Client Details

Our client is a large organization specializing in the Technology & Telecoms industry, offering innovative solutions and services worldwide. With a robust presence in Tokyo and a diverse, talented team, they strive to forge strong relationships with mega banks.

Description

- Manage and develop relationships with mega banks in the Tokyo area.
- Identify new business opportunities and drive account strategies.
- Ensure customer satisfaction and loyalty within the Technology & Telecoms industry.
- Coordinate with internal teams to deliver solutions that meet clients' needs.
- Report on sales activity and forecast to senior management.
- Stay informed about market trends and competitors in the Tokyo area.

- Participate in industry events and conferences.
- Develop and execute a business plan to achieve sales targets.

Job Offer

- Opportunity to work in a large, globally recognized organization.
- Chance to build and manage relationships with mega banks.
- Exposure to the latest trends and technologies in the Technology & Telecoms industry.

We encourage all candidates who believe they could thrive as an Account Executive in this exciting and fast-paced industry in Tokyo to apply.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Jan Shelepin at +81 3 5733 7167.

Required Skills

A successful Account Executive should have:

- Proven sales experience in the Technology & Telecoms industry.
- Strong relationship management skills with experience in managing mega banks.
- Excellent communication and negotiation skills.
- A strong understanding of the Technology & Telecoms market in the Tokyo area.
- Ability to identify new business opportunities and drive growth.
- Bachelor's degree in Business, Marketing, or a related field.

Company Description

Head of Sales Division