

MichaelPage

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Account Manager

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Job Information

Recruiter

Michael Page

Job ID

1545709

Industry

Hardware

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 20 million yen

Refreshed

June 26th, 2025 09:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Join a global leader in networking technology to lead sales efforts for IP and Optical solutions across Japan's major service providers. You'll manage the full sales cycle-from strategy to execution-while building strong relationships with key telco clients.

Client Details

A leading global provider of advanced telecommunications infrastructure solutions, delivering high-performance IP and Optical technologies to top-tier service providers worldwide. The company empowers carriers with scalable, reliable, and future-ready networking systems designed to support digital transformation and evolving bandwidth demands.

Description

- Own and drive the sales strategy for IP and Optical solutions within major Japanese service provider accounts.
- Manage the full sales life cycle including opportunity qualification, proposal development, presentations, and closing deals.
- Build strong, trusted relationships with stakeholders at all levels within the client organisation.
- Collaborate with technical, legal, and executive teams to deliver tailored solutions and secure contracts.
- Maintain sales pipeline in Sales force and report forecasts regularly to management.

Job Offer

- Opportunity to lead complex B2B sales with major telecom clients.
- Dynamic, globally recognised tech company with cutting-edge solutions.
- Flexible working style, including remote options and manageable travel.
- Competitive career development in the high-growth telecom infrastructure industry.
- Work closely with global teams on innovative, high-impact projects.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Takami Ogi on +81366276067.

Required Skills

- 10+ years of telecommunications sales experience, with a strong track record in the Service Provider market in Japan.
 - Proven ability to meet and exceed revenue targets in a competitive, solution-based sales environment.
 - Fluent Japanese speaker with business-level English skills.
 - Strong consultative sales skills and deep understanding of IP and Optical networking technologies.
 - Self-motivated and capable of working independently with minimal supervision.
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Company Description

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