



## 【1000～1200万円】 Senior Renewals Specialist

レコーデッド・フューチャー・ジャパン株式会社での募集です。 法人営業（その他）...

### Job Information

#### Recruiter

JAC Recruitment Co., Ltd.

#### Hiring Company

レコーデッド・フューチャー・ジャパン株式会社

#### Job ID

1545787

#### Industry

Software

#### Company Type

International Company

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

10 million yen ~ 12 million yen

#### Work Hours

09:00 ~ 18:00

#### Holidays

【有給休暇】初年度 10日 6か月目から 【休日】完全週休二日制 土 日 祝日 GW 夏季休暇 年末年始

#### Refreshed

June 26th, 2025 16:06

### General Requirements

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Native

#### Minimum Education Level

High-School

#### Visa Status

Permission to work in Japan required

### Job Description

【求人No NJB2307629】

With 1 000 intelligence professionals over \$300M in sales and serving over 1 900 clients worldwide Recorded Future is the world's most advanced and largest intelligence company!

At Recorded Future we are dedicated to maintaining strong long term relationships with our clients. Our mission is to ensure customer satisfaction and loyalty by delivering exceptional value and service. We are seeking a motivated and detail oriented Senior Renewal Specialist to join our global renewals organization.

As a Senior Renewal Specialist your primary responsibility will be to retain renewal revenue for Recorded Future's customer base. Working closely with Account Directors Customer Success Channel Partners and Leadership you will assist with renewing and retaining business across your assigned territory.

What You'll Do as the Senior Renewal Specialist:

Manage up to 50 customer accounts for renewal and retention: Ensure customer satisfaction and renewal of contracts.

Meet or exceed assigned renewal revenue targets: Consistently achieve or surpass company goals for renewal revenue.

Negotiate protect and grow the renewal revenue stream within the assigned territory: Use strategic negotiation skills to safeguard and enhance revenue.

Drive on time and accurate renewals: Adhere to internal processes and procedures for timely and precise renewals.

Maintain consistent and accurate deal progression updates in Salesforce.com: Ensure all renewal opportunities are accurately tracked from Quote to Close

Build and leverage relationships with internal and external teams: Collaborate with various stakeholders to achieve positive outcomes for the company and your customers.

Why should you join Recorded Future ·

Recorded Future employees (or "Futurists") represent over 40 nationalities and embody our core values of having high standards practicing inclusion and acting ethically. Our dedication to empowering clients with intelligence to disrupt adversaries has earned us a 4.8 star user rating from Gartner and more than 45 of the Fortune 100 companies as clients.

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## Required Skills

- At least 3+ years of sales experience including Inside Sales Outside Sales Account Management Customer Success or similar roles.
  - Experience in a competitive sales driven environment.
  - A track record of success and high achievement.
  - SaaS or High Tech sales experience is preferred.
  - Security experience is a plus but not mandatory.
  - Experience with Channel Sales and Direct Sales are both valuable.
  - A positivity a can do attitude flexibility and curiosity are a must.
  - Fluent in both English and Japanese with the ability to communicate effectively in both languages both written and spoken in a professional environment.
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## Company Description

脅威インテリジェンス専門のソフトウェア開発及びサービス提供事業を展開。