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Account Executive - 英語力不要 - 20M+

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Job Information

Recruiter
[Michael Page](#)
Job ID

1552585

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 20 million yen

Refreshed

July 22nd, 2025 16:15

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

As the Account Executive, you will be responsible for building and maintaining strong client relationships within the manufacturing or automotive industries. You will focus on understanding customer needs, delivering customized solutions, and driving sales growth in these key sectors.

Client Details

Our client is a leading global cybersecurity firm with a strong and established presence in Japan. They deliver cutting-edge security solutions to protect businesses from evolving digital threats while offering stability and comprehensive support to their employees.

Description

- Develop and maintain strong relationships with key clients to understand their business needs.
- Identify new sales opportunities and actively pursue potential leads.
- Negotiate contracts and close deals to achieve sales targets.
- Become a trusted advisor to your clients.

Job Offer

- A competitive salary package (between 10M to 20M OTE)
- Great work-life balance.
- A supportive company culture that values innovation and individual growth.
- An opportunity to join a company that is shifting its approach to cybersecurity.

We encourage all candidates, regardless of their background, to apply if they think that they would be a great match for this position.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Marc Breynart at +81 3 6627 6088.

Required Skills

- Past experience in software sales (cybersecurity sales preferred, but not mandatory).
- Excellent negotiation and relationship-building skills.
- Ability to work well in a team-oriented environment.
- Strong communication and presentation skills.
- Proficiency in Japanese (English is not mandatory).

Company Description

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