

**MichaelPage**

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## Sr. Account Executive

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#### Job Information

**Recruiter**

Michael Page

**Job ID**

1553198

**Industry**

Software

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Refreshed**

July 28th, 2025 13:51

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

#### Job Description

Drive sales of enterprise software solutions to major financial institutions by building strong client relationships and understanding their business needs. Lead the entire sales process from prospecting to closing while collaborating with internal teams to ensure successful implementation.

**Client Details**

Work with leading financial institutions and strategic partners to deliver advanced enterprise software solutions. This role offers the chance to build trusted relationships and drive digital transformation in a rapidly evolving industry.

**Description**

- Drive enterprise software sales and exceed revenue targets within the financial services sector.
- Build strong client relationships and identify new business opportunities with major banks and fin tech firms.
- Manage and grow key accounts across Japan, collaborating with stakeholders at all levels.
- Support clients through product demos, workshops, and ongoing engagement.
- Work closely with cross-functional teams to ensure seamless delivery and customer satisfaction.

**Job Offer**

- Competitive salary with attractive performance-based incentives.
- Career growth opportunities within a global leader in enterprise information management.
- Exposure to innovative software solutions driving digital transformation in financial services.
- Collaborative and inclusive team environment with cross-functional support.
- Ongoing training and professional development to sharpen industry and sales expertise.
- Flexible hybrid working style to support work-life balance.

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

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### Required Skills

- Extensive experience in enterprise software sales, preferably within the financial services sector.
  - Proven track record of managing complex sales cycles and consistently meeting or exceeding targets.
  - Fluent in Japanese and confident in English, with excellent communication and negotiation skills.
  - Comfortable engaging with senior executives and providing tailored solutions to their business challenges.
  - Strong understanding of digital transformation, regulatory requirements, and industry trends in financial services.
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### Company Description

Work with leading financial institutions and strategic partners to deliver advanced enterprise software solutions. This role offers the chance to build trusted relationships and drive digital transformation in a rapidly evolving industry.