



【900～1400万円】 外資系IT企業Deal Desk ポジション

外資系ソフトウェアベンダーでの募集です。 営業推進・企画のご経験のある方は歓迎...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資系ソフトウェアベンダー

Job ID

1554145

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 14 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】初年度 10日 1か月目から 【休日】完全週休二日制 【有給休暇】[年次有給休暇] 10日 ~ 20日 入社日から...

Refreshed

August 7th, 2025 15:07

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2320730】

■Role Overview

We are seeking a Senior Deal Desk Consultant to join our Tokyo based team. This strategic role is ideal for a seasoned professional with deep experience in deal structuring cross functional collaboration and commercial governance within the technology sector. You will serve as a trusted advisor to senior sales leadership guiding complex deal architectures that align with corporate objectives and customer success.

This is a high impact role requiring strong business acumen fluency in Japanese and English and the ability to influence

across functions and geographies.

■Key Responsibilities

1. Strategic Deal Architecture

- Lead the design and execution of complex high value deal structures that drive long term customer success and sustainable revenue growth.
- Serve as a commercial advisor to enterprise sales teams ensuring alignment with corporate goals (ARR cash flow churn reduction) .
- Ensure compliance with internal policies revenue recognition standards and pricing frameworks.
- Provide data driven insights and scenario modeling to support deal decisions.
- Act as a subject matter expert on business rules subscription models incentive policies and pricing strategies.

2. Cross Functional Leadership

- Orchestrate collaboration across Sales Finance Legal Product and Operations to streamline deal execution.
- Represent regional needs in global forums and influence corporate policy through feedback and insights.
- Drive alignment across stakeholders to reduce friction and accelerate deal velocity.
- Lead cross functional deal reviews and governance processes.

3. Operational Excellence

- Oversee deal desk processes documentation and systems to ensure accuracy efficiency and scalability.
- Identify and implement process improvements that enhance seller productivity and customer experience.
- Develop and deliver enablement programs for sales teams on deal desk processes tools and best practices.
- Translate and localize global materials for regional use ensuring accessibility across language barriers.

4. Strategic Business Partnering

- Analyze deal trends and market dynamics to inform pricing packaging and go to market strategies.
- Collaborate with global peers to share best practices and drive continuous improvement.
- Provide feedback to product and finance teams on customer needs and competitive pressures.

Required Skills

■Qualifications

Required:

- 7+ years of experience in Deal Desk Sales Operations Commercial Finance or related roles in the technology or SaaS industry.
- Proven track record of supporting enterprise sales teams and managing complex deal cycles.
- Strong understanding of subscription based business models revenue recognition and pricing strategies.
- Exceptional communication and stakeholder management skills.
- Fluent in both Japanese and English (written and spoken) .
- Highly analytical detail oriented and process driven.
- Comfortable working in a fast paced matrixed and multicultural environment.

Preferred:

- Experience working with global teams and across multiple geographies.
 - Familiarity with Salesforce CPQ tools and financial modeling in Excel.
 - Business level Korean language skills are a plus.
 - MBA or advanced degree in Business Finance or related field.
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Company Description

ご紹介時にご案内いたします