

アカウントエグゼクティブ

o9ソリューションズ・ジャパン株式会社での募集です。 アカウントエグゼクティブ...

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
o9ソリューションズ・ジャパン株式会社

Job ID
1554354

Industry
Software

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
5.5 million yen ~ 16 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 土 日 祝日

Refreshed
November 1st, 2026 07:00

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2239246】
About the role...
ーーーーーーー

As an o9 Account Executive you will be responsible for developing and executing the opportunity strategy to sell o9 Solutions' services to our prospecting customers while establishing building and maintaining close professional external relationships. You will do this by managing the entire sales lifecycle from inbound lead qualification through final contract execution. We are seeking self starting high achieving top talent who has demonstrated success operating in high growth

and fast paced environments! This individual will be comfortable preferably in the Information Technology and/or Software spaces where they have solved complex problems for large enterprise accounts. You have consulted with multiple parties both externally and internally to achieve successful results.

What you'll do for us…

Meet with prospective client to discuss viable opportunities to understand a client's business needs identify scope of business and budget targets utilizing information gather techniques
Apply business and industry knowledge experience to understand how key factors impact business strategies and customer organizations in areas such as industry trends global business perspectives and organizational functions
Partner with internal teams to develop and present pitches and live software demonstrations
Builds business partnerships and develops key customer relationships to maximize account profitability. Understands the customer's business and aligns account strategies to customer goals
Conducts competitive analysis of competitor's offerings and strategies and maintains awareness of the competitive environment
Negotiates with others by identifying desired outcomes organizational priorities and appropriate strategies and concessions; asks pertinent questions considers alternatives persuades others and bargains for win win solutions
Play a key role in RFI/RFP processes

What we'll do for you…

・Competitive salary
・Stock options to eligible candidates
・High growth organization very strong entrepreneurial culture and no corporate politics.
・Flat organization: With a very strong entrepreneurial culture（ and no corporate politics ）.
・Support network: Work with a team you can learn from and every day.
・Diversity: We pride ourselves on our international working environment
・Work Life Balance: https://youtu.be/IHSZeUPATBA

Required Skills

What you'll have...

■Experience:
・Minimum of 5+ years of direct sales experience with a proven track record of top performance and direct quota carrying experience
・Partner Sales Partner Sales Manager experience is a must（ with engagement and/or jointly business development experience with those partners above is a big plus ）
・Understanding and strong affinity with supply chain transformation highly appreciated

■Education:
・ Bachelor's degree required; Master's degree highly appreciated

■Other:
・Ability to build trust from senior level management and executives
・Sharp mindset and energetic entrepreneurial approach
・Ability to clearly articulate your viewpoint to all levels of customers and management
・Tech savvy ability to successfully run a software demonstration
・Strong ability to lead by example and demonstrate proficiency in both product and domain
・Japanese: Business / Native level is a must
・English: Business level is a must

Company Description

計画、分析、データを最適化するためのAIプラットフォームの日本市場における販売・マーケティング、コンサルティング、サポート等