

**MichaelPage**

www.michaelpage.co.jp

**Account Executive - 17M OTE - AI & TECH****Account Executive - 17M OTE - AI & TECH****Job Information****Recruiter**

Michael Page

**Job ID**

1554572

**Industry**

Software

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

7.5 million yen ~ 18 million yen

**Refreshed**

August 8th, 2025 17:48

**General Requirements****Minimum Experience Level**

Over 1 year

**Career Level**

Entry Level

**Minimum English Level**

None

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

**Job Description**

As an Account Executive, you'll be responsible for managing client relationships, understanding their needs, and delivering solutions that drive sales and business growth. You'll act as the main point of contact between the company and clients, coordinating communication and ensuring customer satisfaction.

**Client Details**

Our client is a leading foreign (Gaishikei) company with over 100 employees in Japan. They offer innovative solutions to their clients. They pride themselves on fostering a results-oriented environment with opportunities for professional growth.

**Description**

- Develop and execute strategic account plans to achieve sales targets within a specific industry.

- Identify and engage with key decision-makers to understand their business needs and challenges.
- Collaborate with internal teams to ensure seamless implementation and ongoing support for clients.
- Provide regular updates on sales forecasts and market trends to the management team.
- Participate in industry events and conferences to build the company's presence in the Tokyo market.

#### **Job Offer**

- An attractive compensation package (between 7.8M to 18M OTE).
- Comprehensive training and support to ensure success in the role.
- Potential for career growth within a large and reputable organization.
- Healthy and diverse work-environment,

Even if you don't fully match the requirements, we encourage you to apply if you think that you would be a great fit!

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.

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#### **Required Skills**

- Experience in tech/software sales.
- Experience managing accounts and building long-term client relationships.
- Excellent communication and presentation skills, with the ability to influence key stakeholders.
- Proficiency in using CRM tools to manage sales pipelines and track progress.
- A results-driven mindset with a passion for achieving and exceeding sales targets.

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