

MichaelPage

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Enterprise Account Executive - Osaka - Tech

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Job Information

Recruiter

Michael Page

Job ID

1554646

Industry

Software

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

7.5 million yen ~ 14 million yen

Refreshed

August 12th, 2025 09:40

General Requirements

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

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 Osaka 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.

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.

Company Description

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