



## Account Executive

### Job Information

**Hiring Company**

[o9 Solutions, Inc.](#)

**Job ID**

1558326

**Industry**

System Integration

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Minato-ku

**Train Description**

Yamanote Line, Shinagawa Station

**Salary**

10 million yen ~ Negotiable, based on experience

**Refreshed**

December 25th, 2025 15:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

#### Transforming the Future of Enterprise Planning

At o9, our mission is to be the Most Value-Creating Platform for enterprises by transforming decision-making through our AI-first approach. By integrating siloed planning capabilities and capturing millions—even billions—in value leakage, we help businesses plan smarter and faster.

This not only enhances operational efficiency but also reduces waste, leading to better outcomes for both businesses and the planet. Global leaders like Google, PepsiCo, Walmart, T-Mobile, AB InBev, and Starbucks trust o9 to optimize their supply chains.

#### Account Executive

At o9, we invest in people. We seek talented, driven individuals to power our transformative approach. You'll thrive in a dynamic, supportive environment, growing while making a real impact.

**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 Offer**

- Competitive Salary – We recognize and reward talent.
- Flexible Work – Work from home two days a week—less commuting, more time for what matters.
- Supportive Team – Work alongside a diverse, talented team you can learn from every day.
- Diversity & Inclusion – We celebrate our international workforce and value different perspectives.

**How the process works**

- Apply – Submit your application by clicking the [Link](#) below.
- Initial Contact – Our recruiter will connect with you via video or phone call to discuss the role and understand your background.
- Online Assessment - (If Applicable)
- During the interview phase, you will meet with the technical panel for 60 minutes. We will contact you after the interview to let you know if we'd like to progress your application.
- Tech Round 1 – An initial technical discussion to evaluate your skills and expertise.
- Tech Round 2 – A deeper technical assessment to understand your approach and proficiency.
- Managerial Round – A conversation with the hiring manager to evaluate collaboration, team fit, and growth potential.
- HR Round – A final discussion on company culture, expectations, and career progression.

**More about us...**

At o9, transparency and open communication are at the core of our culture. Collaboration thrives across all levels—hierarchy, distance, or function never limit innovation or teamwork. Beyond work, we encourage volunteering opportunities, social impact initiatives, and diverse cultural celebrations.

With a \$3.7 billion valuation and a global presence across Dallas, Amsterdam, Barcelona, Madrid, London, Paris, Tokyo, Seoul, and Munich, o9 is among the fastest-growing technology companies in the world. Through our aim10x vision, we are committed to AI-powered management, driving 10x improvements in enterprise decision-making. Our Enterprise Knowledge Graph enables businesses to anticipate risks, adapt to market shifts, and gain real-time visibility. By automating millions of decisions and reducing manual interventions by up to 90%, we empower enterprises to drive profitable growth, reduce inefficiencies, and create lasting value.

o9 is an equal-opportunity employer that values diversity and inclusion. We welcome applicants from all backgrounds, ensuring a fair and unbiased hiring process. Join us as we continue our growth journey!

**Required Skills****What you'll have...**

- Bachelor's degree required; Master's degree highly appreciated
- 5+ years of direct sales experience with a proven track record of top performance and direct quota-carrying experience
- Understanding and strong affinity with supply chain transformation highly appreciated
- Knowledge about Retail, CPG, Manufacturing, Tier 1 / 2 supply chains
- Excellent presentation skills, as this is a client-facing role within the organization
- 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 (Has more than 900 TOEIC score is a plus)

**Company Description**