

MichaelPage

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Account Executive (Hunter) +26M OTE

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Job Information

Recruiter

[Michael Page](#)

Hiring Company

Account Executive (Hunter) +26M OTE

Job ID

1559526

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

13 million yen ~ 30 million yen

Refreshed

September 25th, 2025 10:41

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

You will pursue and onboard new key accounts. You'll be responsible for identifying untapped markets, initiating contact with potential leads, and expertly navigating the sales cycle to ultimately secure new business and expand market share.

Client Details

Our client is a globally recognized technology services and consulting provider, offering a wide range of solutions including IT, consulting, and business process services. It's known for its extensive client base across various industries and a significant presence in emerging technologies like AI and cloud computing.

Description

- Identify and acquire new clients to expand the company's customer base in various industries.

- Develop and execute strategic sales plans to achieve and surpass revenue targets.
- Build and maintain strong, long-lasting client relationships by understanding their needs and offering tailored solutions.
- Collaborate with internal teams to ensure seamless delivery of services and solutions.
- Monitor market trends and competitor activities to identify new business opportunities.
- Negotiate contracts and close deals to meet company objectives.

Job Offer

- Competitive compensation package between 15,000,000 JPY and 25,000,000 JPY.
- Opportunities to work in a large organization with a global footprint.
- A supportive and collaborative workplace culture focused on results and innovation.
- A global, recognized, brand with opportunities to be involved at different level.

If you're interested in this opportunity but don't match every requirement, we encourage you to apply!

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

- Over 15 years of experience in tech sales.
- Proven ability to identify and close new business opportunities.
- Excellent communication and negotiation skills.
- Ability to work effectively in a fast-paced, competitive environment.
- Strong analytical skills to assess market trends and client needs.
- Japanese and English.

Company Description

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