

Michael Page

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Account Manager - Tech - +24M OTE

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Job Information

Recruiter

[Michael Page](#)

Job ID

1559528

Division

Account Manager - Tech - +24M OTE

Industry

IT Consulting

Company Type

Large Company (more than 300 employees)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 25 million yen

Refreshed

September 25th, 2025 10:43

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As an Account Manager, you'll be managing existing key strategic accounts within a specific area to foster strong client relationships and drive continued growth. Your role will involve identifying new opportunities within these accounts and ensuring client satisfaction through tailored solutions.

Client Details

Our client is a foreign company with over two decades of experience delivering technology solutions to clients worldwide. With a strong global presence and a commitment to digital transformation, they partner with organizations across industries to drive sustainable growth and operational excellence.

Description

- Manage and grow key client accounts, ensuring long-term relationships and high levels of customer satisfaction.
- Act as the main point of contact between the client and internal teams to ensure successful delivery of solutions and services.
- Identify upselling and cross-selling opportunities to maximize account value and support business growth.
- Become a trusted advisor and advocate for your accounts.

Job Offer

- Competitive salary package of over 24M OTE.
- Opportunities for professional growth within a large organization.
- Comprehensive benefits package to support work-life balance.
- Occasion to share the future of the company in Japan.

Even if you don't match all of these requirements, we encourage you to apply if you think you'd 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

- Over 10 years of account management in the tech industry.
- Proven ability to build and maintain client relationships effectively.
- Excellent communication and negotiation skills to secure positive outcomes.
- Capability to work collaboratively with cross-functional teams.
- Past experience in consulting is a plus but not a requirement.
- Japanese and English.

Company Description

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