



【800～1200万円】 Account Manager Research Solution Sales

エルゼビア・ジャパン株式会社での募集です。法人営業（その他）のご経験のある方...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

エルゼビア・ジャパン株式会社

Job ID

1565356

Industry

Advertising, PR

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 12 million yen

Work Hours

09:30 ~ 17:30

Holidays

【有給休暇】初年度 10日 1か月目から 【休日】完全週休二日制 年末年始 有休：入社日より付与（日数は入社月によって変動） ...

Refreshed

November 13th, 2025 14:57

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

【求人No NJB2302705】

■About our Team

The Research Intelligence team specializes in understanding what data is available for research leaders and what tools are best leveraged to analyze the data. We provide research intelligence tools and data for customers who are looking for insights via analytics to improve their strategy and impact. We dive into complicated questions and find answers that are

supported with accurate in depth analysis.

■About the Role

You will partner with your accounts calling on key stakeholders to measure and improve the client satisfaction of our products. You will provide excellent customer support and value added services to ensure retention and renewal of our customers. You will build and manage relationships to identify opportunities for sales of new and additional Solutions products.

■Responsibilities

- Achieving overall revenue targets for a portfolio of scientific databases and solutions. Including Solutions Products and Content Licensing.
- Understanding client needs in a consultative approach. Translating into realistic propositions and packages in support of the company sales strategy.
- Formulating focused strategies tailored towards the market; align sales approach to meet market needs in accordance with company policies.
- Conducting annual account planning and execution (jointly with Account Manager where required) .
- Gathering monitoring and evaluating competitor information and providing market feedback to the business to enhance product development and Go To Market strategy.
- Participating in trade shows and conferences with agreed outcomes..

●Work in a way that works for you

We promote a healthy work/life balance across the organization. We offer an appealing working prospect for our people. With numerous wellbeing initiatives shared parental leave study assistance and sabbaticals we will help you meet your immediate responsibilities and your long term goals.

⇒Working flexible hours flexing the times when you work in the day to help you fit everything in and work when you are the most productive

●Working for you

We know that your wellbeing and happiness are key to a long and successful career.

Required Skills

■Requirements

- Experience at senior levels in sales account management or similar.
 - Able to operate on an operational tactical and strategic level.
 - Have a proven track record selling technology and solutions.
 - Experience in building out (expanding) business with a customer and in strategic account planning. You can connect the dots within customer's institutions.
 - Experience and knowledge of specific Research Intelligence solution areas and background in complex solution sales approach. ("Consultative selling.")
 - Fluency in spoken and written Japanese and business level English
 - Have exceptional communication (verbal and written) and presentation skills.
 - Experience selling enterprise software and working in an international matrixed organization.
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Company Description

自然科学・医学・薬学関連 学術出版社