



【1100～1400万円】Client Executive

臨床開発QC・GCP監査のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

非公開

Job ID

1573321

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 14 million yen

Work Hours

09:00 ~ 18:00

Holidays

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Refreshed

February 19th, 2026 00:00

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 NJB2287051】

- Daily outbound calling through established campaigns to prospective customers /prospects
- Consistent accomplishment of booking revenue and profit targets within assigned territory
- Accomplishment of daily weekly quarterly productivity metrics
- Establish and grow relationships with C Level decision makers within customer /prospect organizations. Maintain well

- coordinated internal relationships with important decision makers
- Educate prospects on Medidata/Dassault Systemes value proposition and solution portfolio
- Develop external relationships with Medidata/Dassault Systemes partners
- Develop and achieve sales plan as it relates to developing a new book of business / newly assigned territory
- Directly responsible for closing sales transactions with clients and prospects
- Partner with Market Development Specialists to close mid market lead opportunities
- Coordinate resources within sales and other departments
- Maintain and update sales plans account and opportunity data within company systems as directed including Salesforce and My Sales Pipeline.
- Build customer loyalty provide an excellent experience achieve retention rates
- Weekly / monthly / quarterly Pipeline forecasting
- Complete administrative work
- Schedule and conduct regular face to face client meetings.
- Ability to support travel to client and internal meetings and conferences.

Required Skills

Qualifications:

- Experience balancing multiple sales opportunities
- Experience establishing communication and engagement with prospects
- Experience working in a web based environment
- Business experience following a clear process for outreach using different methods
- Experience researching and generating leads and technical skills
- Minimum 5 years of previous tech / software sales experience
- Demonstrated consistent track record in exceeding sales targets
- Demonstrated success with process approached selling
- Application software sales experience
- Bachelor's degree in the Life Sciences Business or Computer Science preferred or equivalent relevant sales experience
- Command of Native level Japanese (read/write/speak) with business level English

Company Description

ご紹介時にご案内いたします