



【2500～万円】 Security Sales Specialist

外資大手プラットフォームベンダー セキュリティソリューションセールスでの募集で...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資大手プラットフォームベンダー セキュリティソリューションセールス

Job ID

1584667

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

25 million yen ~ Negotiable, based on experience

Work Hours

09:00 ~ 18:00

Holidays

詳細は求人ご紹介時にご案内いたします。

Refreshed

May 30th, 2026 01:00

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 NJB2231340】

■職務概要：

Security ProductのSpecialist Salesとして、同社が持つ、製品・ソリューションの提案活動を行っていただきます。

- ・重要クライアントに対するアカウントマネジメント業務
- ・担当顧客【Enterprise】に対する最注力製品を軸にしたソリューション提案
- ・担当領域での新規開拓営業

・マーケティングチーム、エンジニアチームとの協業

■Responsibility :

Take ownership of sales opportunities for security solutions within a defined list of accounts. Assess opportunities develop comprehensive account plans plan negotiations and manage post sales activities including renewals for the assigned Enterprise accounts.
Leverage and collaborate with the Channel Sales team to drive lead generation account planning new account development and expansion within existing accounts.
Promote security solutions effectively showcasing full suite of products and services and drive business generation by effectively articulating the value proposition of security solutions to customers.
Engage with stakeholders at the highest levels of customer organizations and lead sales meetings and presentations demonstrating a high level of proficiency.
Articulate issues and concerns to both internal management and external customer support.

Required Skills

【必須】

・ITベンダーまたはITソリューションプロバイダーでの直販経験
(SaaS / クラウド / セキュリティ / ネットワークインフラ / プラットフォーム / etc.)

【尚可】

・新規開拓営業の経験
・セキュリティ業界での経験
・ビジネスレベルの英語力

■Minimum qualifications:

Bachelor's degree or equivalent practical experience.
10 years of experience in promoting or supporting enterprise level security solutions.
5 years of experience working with clients in the enterprise cybersecurity or IT field.
Ability to communicate in English and Japanese fluently.

■Preferred qualifications:

Experience in building and nurturing long term relationships.
Understanding of customers needs focusing on identifying their pain points and demonstrating how solutions can address them.
Ability to launch and grow new territories from scratch.
Ability to deliver compelling messages to diverse audiences from technical teams to executive boards.
Ability to engage and influence C level executives across security and IT business units.

Company Description

ご紹介時にご案内いたします