



## 【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**

1586956

**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**

詳細は求人ご紹介時にご案内いたします。

**Refreshed**

May 30th, 2026 15:00

### 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.
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## 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
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## Company Description

ご紹介時にご案内いたします