



日本市場立ち上げ | Enterprise Account Executive

Job Information

Recruiter

Expert Executive Recruiters (EER Global)

Hiring Company

Expert Executive Recruiters

Job ID

1589908

Industry

Software

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

25 million yen ~ 30 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

May 12th, 2026 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

A globally established AI and data infrastructure platform is building its Japan presence. Trusted by enterprise clients in eCommerce, Travel, Retail, Financial Services, and AI, the platform enables organisations to access and utilise publicly available web data at scale, responsibly and in alignment with global frameworks including GDPR and CCPA.

With 500+ employees globally and an established APAC team of 20, the infrastructure is in place. What's needed now is an experienced enterprise sales professional to own Japan: building pipeline, closing complex deals, and shaping local go-to-market strategy with genuine visibility and impact.

What You'll Do

- Drive new business acquisition across enterprise and mid-market accounts in Japan
- Lead end-to-end sales cycles from initial engagement through to contract closure
- Build and maintain a strong pipeline through proactive outbound activity, supported by BDR resources
- Develop and execute a Japan go-to-market strategy in close partnership with the APAC Sales Director and global teams
- Leverage existing industry relationships and develop new connections across target verticals
- Align platform solutions to customer business needs, demonstrating measurable value
- Engage confidently with both business and technical stakeholders across procurement, compliance, and executive levels
- Collaborate with presales and technical teams to support complex deal progression

Why This Role

- First in-country hire for Japan - high ownership, high visibility, direct access to global leadership
- Backed by an established APAC organisation with BDR support and regional collaboration
- Engagement with cutting-edge AI and data use cases across multiple industries
- A genuinely rare opportunity to build a market, not just work a territory

Required Skills

- 10+ years in enterprise or B2B sales, with a strong track record in complex, high-value sales cycles
- 5+ years selling SaaS, Cloud Software, data infrastructure, or AI-related solutions
- Experience within or selling into AI, eCommerce, Travel, Retail, or data-driven organisation verticals
- Existing network within relevant industries in Japan is a strong advantage
- Comfortable working for an international company where Japan brand recognition is still being established — you sell on value and insight, not name
- Experience in both established organisations and high-growth or start-up environments
- Fluent Japanese and English — able to operate fully in both business environments

Company Description