systemsGo

Senior Account Executive

Work-life balance, friendly environment!

Job Information

Hiring Company
systemsGo Corporation

Subsidiary
systemsGo

Job ID
1593252

Division
Sales Department

Industry
IT Consulting

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, Minato-ku

Train Description
Hibiya Line Station

Salary
Negotiable, based on experience

Salary Bonuses
Bonuses paid on top of indicated salary.

Salary Commission
Commission paid on top of indicated salary.

Hourly Rate
Great work-life balance

Work Hours
Mon-Fri 9am-6pm

Holidays
Starts at 13 days/yr paid leave, increases each year until 22/yr

Refreshed
November 23rd, 2026 01:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level (Amount Used: English usage about 75%)

Minimum Japanese Level
Business Level

Minimum Education Level
Technical/Vocational College

Visa Status
Permission to work in Japan required

Job Description

Overview
We are seeking a high-performing Senior Account Executive to drive new business growth while managing and expanding key strategic accounts. This role is suited for an experienced IT services sales professional with a strong network in Japan and a proven track record in selling managed services, support contracts, and resource-based engagements.
You will play a critical role in growing our presence across Japan and APAC by identifying opportunities, engaging senior decision-makers, and converting relationships into long-term revenue.

Key Responsibilities
Business Development (70%)

- Identify, develop, and close new business opportunities across Japan and APAC
- Generate leads through your existing network, referrals, and market engagement
- Build relationships with CIOs, CTOs, IT leaders, procurement, and C-level stakeholders
- Position the company as a trusted IT services partner for enterprise clients
- Sell solutions including:
  - Managed IT services
  - IT support contracts (on-site and remote)
  - FTE / resident engineer services
  - IT professional and consulting services
  - Infrastructure and workplace technology projects
- Develop proposals, pricing, and account strategies with internal teams
- Manage the full sales lifecycle from prospecting to contract closure
- Participate in industry events, networking forums, and partner activities

Account Management (25%)

- Manage and grow selected strategic accounts
- Maintain strong relationships to drive retention and satisfaction
- Identify upsell and cross-sell opportunities
- Support contract renewals and long-term account planning
- Collaborate with delivery teams to ensure successful execution

Market & Strategy (5%)

- Monitor market trends, client needs, and competitor activity
  Provide insights to improve sales strategy and positioning

Requirements
Experience

- 5–12 years in B2B sales, business development, or account management within IT services / MSP / SI / consulting
- Strong track record selling recurring services and managed services
- Experience with enterprise clients and complex sales cycles
- Proven ability to meet or exceed revenue targets
- Established professional network in Japan preferred

Knowledge

- Understanding of IT infrastructure, cloud, networking, and managed services
- Familiarity with OPEX/CAPEX, ROI, and recurring revenue models

Required Skills

Skills

- Strong business development and relationship management skills

- Excellent communication, negotiation, and presentation abilities
- Commercially driven and results-oriented
- Self-motivated and able to work independently
- Strong ownership, problem-solving, and organizational skills
- Collaborative mindset in multicultural environments

Language

- Japanese: Native
- English: Business level

Company Description