



Enterprise Account Executive

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Job Information

Recruiter

JAC International Co., Ltd.

Hiring Company

AI / Intelligence Platform

Job ID

1596049

Industry

Software

Company Type

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

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 25 million yen

Work Hours

フレックス

Refreshed

September 4th, 2026 02:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 25%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- We are looking for an Enterprise Account Executive to join our growing team in Japan! This role consists of engaging prospects and customers about their related initiatives to help them develop a more efficient approach, leveraging our platform DSS. The Enterprise Account Executive is responsible for the entire sales cycle, while being able to leverage

various company resources, to reach a successful collaboration with the prospect. He/She is likely to work cross functionally with Marketing, Product Management and Engineering.

Required Skills

- 5-7 years' experience in software field sales, or other relevant sales experience
 - Background in selling innovation and new concepts to large enterprises
 - Strong ability to develop a vision match with prospects and customers, to develop alignment across different groups and cultivate champions
 - Good articulation of competitive positioning
 - Domain expertise in big data, analytics, data science, BI/DW, data integration preferred
 - Possesses advanced interpersonal communication skills
 - Is adaptable with a growth mindset
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Company Description