



## Enterprise Account Executive (Tokyo)

### Job Information

**Recruiter**

[Hi-Tech Japan K.K.](#)

**Hiring Company**

Enterprise Account Executive (Tokyo)

**Job ID**

1597408

**Industry**

Other (Advertising, PR, Media)

**Company Type**

Small/Medium Company (300 employees or less)

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

10 million yen ~ 20 million yen

**Refreshed**

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### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

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

**Minimum Japanese Level**

Native

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

Permission to work in Japan required

### Job Description

An international technology company is seeking an experienced Enterprise Account Executive to drive new business development and strategic account growth across Japan. This role focuses on building relationships with major enterprise organizations, identifying new opportunities, and managing complex sales cycles with senior decision-makers

#### Key Responsibilities

- Develop and execute territory and account plans to achieve sales targets.
- Generate new business opportunities through outbound prospecting and relationship building.
- Manage the full sales cycle from lead generation through contract negotiation and close.

- Build relationships with senior stakeholders across Marketing, IT, Product, Procurement, Finance, Legal, and Executive teams.
- Deliver presentations, proposals, and commercial negotiations with enterprise customers.
- Maintain accurate sales activity, pipeline, and forecasting within CRM systems.
- Collaborate with internal teams including Marketing, Pre-Sales, Product, and Customer Success.
- Identify partnership opportunities and support go-to-market initiatives.
- Manage and expand relationships with existing strategic accounts.

### **What's Offered**

- Competitive compensation package with uncapped earning potential.
- Flexible working arrangements.
- Comprehensive healthcare coverage.
- Professional development and training opportunities.
- International working environment with global career growth opportunities.
- Exposure to leading enterprise brands and strategic customers across Japan.

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### **Required Skills**

#### **Requirements**

- Proven experience in enterprise B2B sales.
- Demonstrated track record of consistently achieving or exceeding sales quotas.
- Experience managing complex enterprise sales cycles and multiple stakeholders.
- Strong business development and new logo acquisition experience.
- Excellent negotiation and contract management skills.
- Experience with CRM platforms such as Salesforce or similar systems.
- Business-level Japanese and English communication skills.
- Strong presentation and relationship-building abilities.

#### **Preferred Experience**

- SaaS, software, digital solutions, technology, media, advertising, creative services, mobile applications, or gaming industries.
- Enterprise account management and territory planning.
- Selling subscription-based or digital products and services.

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### **Company Description**