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
October 22nd, 2026 02:00

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 Level

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.

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.

Company Description