



PR/097189 | Account Executive, APAC

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1599662

Industry

IT Consulting

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:50

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is a technology company focused on helping businesses prevent online fraud and financial crime. Using advanced technologies like AI and automation, the company develops trusted identity verification and compliance solutions used by organizations worldwide.

With a growing global presence, they are expanding their team to support increasing demand from clients across a wide range of industries.

Job Summary:

The Account Executive plays a key role in driving business growth by expanding pipeline, revenue and market presence. This role contributes directly to the company's commercial success and supports ongoing expansion into new customers and opportunities.

Job Responsibilities:

- Achieve sales targets including new business and customer acquisition

- Build and manage a strong sales pipeline from prospecting through to closing
- Identify and engage potential customers across various industries
- Develop relationships and understand client needs to position suitable solutions
- Represent the company through networking and events
- Effectively present offerings and value propositions to prospects
- Maintain accurate sales activity records and pipeline tracking
- Collaborate with internal teams to deliver a strong customer experience
- Build long-term client relationships that drive repeat business and referrals

Requirements:

- Proven experience in enterprise sales with a strong track record of meeting or exceeding revenue targets
- Experience selling software or technology solutions to new customers
- Strong communication skills with the ability to clearly articulate value to clients
- Effective prospecting, negotiation and deal-closing abilities
- Experience managing sales pipelines, forecasting and planning
- Familiarity with CRM tools (e.g. Salesforce)

Nice to Have:

- Existing network of enterprise contacts
- Knowledge of identity verification, compliance or related markets
- Understanding of competitive solutions
- Experience handling mid-sized deal values and typical sales cycles
- Exposure to channel or partner sales in relevant technology areas

We regret to inform that only shortlisted candidates will be notified.

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)
#LI-JACSG

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Company Description