

PR/087481 | Account Executive (Full-cycle Sales)

Job Information

Recruiter
JAC Recruitment USA

Job ID
1602514

Industry
IT Consulting

Job Type
Permanent Full-time

Location
United States

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 17:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Native Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

POSITION TITLE　Account Executive (Full-Cycle Sales)

POSITION SUMMARY

This role focuses on selling SaaS solutions tailored for the manufacturing industry, supporting product adoption, and ensuring smooth communication between stakeholders. Be part of a market entry initiative and contribute to shaping international business strategy while accelerating your career growth.

RESPONSIBILITIES

- Promote and sell SaaS solutions for manufacturing workflows (e.g., drawing management, order management)
- Conduct client meetings, presentations, and product demonstrations

- Provide interpretation during client visits and assist with localized documentation
- Collaborate with internal teams to ensure successful onboarding and customer success
- Prepare proposals and reports

QUALIFICATIONS

- Proven experience in sales, business development, or customer success
- Native-level English fluency
- Strong communication, negotiation, and presentation skills
- Ability to work independently in a fast-paced, startup-like environment
- Valid driver's license
- Applicants must be legally authorized to work in the United States. Visa sponsorship is not available for this position.

LOCATION Chicago, IL

SALARY USD70,000-120,000 OTE

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Company Description