



【Enterprise Account Executive】Global SaaS| upto 18M¥

Job Information

Recruiter

SPOTTED K.K.

Job ID

1605259

Industry

Software

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 18 million yen

Refreshed

August 13th, 2026 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are Hiring | Enterprise Account Executive | Tokyo (Hybrid)

Are you a passionate Enterprise Sales professional who enjoys opening new doors, building strategic relationships, and helping global brands solve complex business challenges?

I am partnering with a global Brand Technology & SaaS company that is expanding its Enterprise Sales team in Japan.

This is an exciting opportunity to work with some of the world's most recognized brands, helping them manage and protect one of their most valuable assets, their brand identity.

What You will Be Doing?

- ✓ Drive new business development across enterprise accounts
- ✓ Build relationships with senior stakeholders across Marketing, IT, Procurement, Legal, Creative, and Digital teams
- ✓ Manage the full sales cycle from prospecting to closing
- ✓ Develop strategic account and territory plans to achieve revenue targets
- ✓ Collaborate with Marketing, Pre-Sales, and Product teams to deliver business value
- ✓ Expand partnerships and drive adoption of innovative digital solutions

What We are Looking For?

Proven success in Enterprise B2B Sales

Experience selling SaaS, Software, Digital Solutions, Technology, Media, Advertising, or Creative Solutions

Strong track record of winning new enterprise customers and exceeding sales targets

Experience managing complex sales cycles and executive-level stakeholders

Native-level Japanese and Business-level English

Why You will Love This Opportunity?

Join a globally recognized technology company trusted by leading brands worldwide

Sell innovative SaaS and Brand Technology solutions with a strong market reputation

Work with well-known enterprise customers across multiple industries

Hybrid working environment based in Tokyo

Competitive salary, attractive commission structure, and excellent career development opportunities

Collaborate with talented global teams in a supportive and inclusive culture

If you are looking for your next challenge in Enterprise Sales and want to make a real impact while working with some of the world's most iconic brands, I'd love to hear from you.

Feel free to send me a direct message or email to divya@spotted.co.jp for a confidential discussion.

If this opportunity isn't for you, I'd greatly appreciate it if you could share it with someone in your network who may be a great fit.

#Hiring #EnterpriseSales #AccountExecutive #SaaS #TechnologySales #B2BSales #BusinessDevelopment #SalesJobs
#EnterpriseSoftware #TokyoJobs #JapanJobs #TechCareers #Recruitment #Spotted

Company Description