



SaaS Account Executive

Job Information

Recruiter

JAC International Co., Ltd.

Hiring Company

Software as a surface

Job ID

1605868

Industry

Internet, Web Services

Company Type

International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 25 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

September 2nd, 2026 09:00

General Requirements

Minimum Experience Level

Over 6 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

- Create and execute account plans to drive growth and customer success.
- Own customer accounts and ensure a seamless experience across teams.
- Partner with Sales, Solution Engineering, Channel, and Renewals teams to deliver effective account strategies.

- Collaborate with advisory teams to align technical initiatives with business goals.
 - Support customer retention and growth through strong renewal engagement.
 - Build lasting relationships with internal stakeholders, partners, and customers.
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Required Skills

- 5+ years of enterprise sales and account management experience.
 - Proven success managing strategic customer relationships and achieving sales targets.
 - Skilled in CRM usage, territory planning, and account strategy development.
 - Experience leading cross-functional account teams and driving customer outcomes.
 - Consultative selling approach focused on identifying and solving customer needs.
 - Experience selling SaaS solutions to DevOps and IT stakeholders.
 - Comfortable engaging VP and C-level executives.
 - Experience working with channel partners and hybrid cloud/on-premise environments.
 - Business-level Japanese and English.
 - Collaborative team player with a positive, results-driven mindset.
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Company Description