URGENT - Enterprise Account Executive

AI tech firm

Job Information

Recruiter
Next Move K.K.

Hiring Company
Growing AI Tech Company

Job ID
1607617

Industry
Software

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

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
10 million yen ~ 20 million yen

Refreshed
October 26th, 2026 01:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
No permission to work in Japan required

Job Description

Who are you:
An experienced Enterprise salesperson in the IT industry
You have strong problem-solving skills and experience
You are excited to work with in a fast growing environment

Why you should apply:
Experience in a fast-growing company
International environment
Flexible workstyle

Hybrid working

Required Skills

Requirements
- Enterprise Sales experience in the IT industry (3+ years)
- Account management experience with large corporations
- Fluent Japanese

Desired skills:
- Knowledge of sales frameworks such as SPIN and MEDDPICC
- Experience using SFA/CRM tools and MA tools (Salesforce etc)

Company Description