



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

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August 17th, 2026 16:35

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

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