Skillhouse - Account Executive

Earn up to 17 million yen OTE per annum

Job Information

Recruiter
Skillhouse Staffing Solutions K.K.

Job ID
1609209

Division
Sales Division

Industry
Recruitment Agency

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

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Minato-ku

Salary
7 million yen ~ 17 million yen

Salary Bonuses
Bonuses paid on top of indicated salary.

Salary Commission
Commission paid on top of indicated salary.

Work Hours
Flex from 7:30AM to 9:00AM plus one day per week Work from Home

Holidays
Five-day workweek (Saturday, Sunday, and national holidays off)

Refreshed
November 16th, 2026 06:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

This is an exceptional career opportunity for a driven Sales Professional eager to join a leading and rapidly expanding specialty IT Staffing and Services Company. As an Account Executive, you will be responsible for directly driving revenue growth, expanding market share, and strengthening client partnerships. You will gain hands-on experience selling to some of the world's largest and most innovative organizations, including Fortune 1000 companies, and will be supported by a collaborative, high-energy team focused on success. This role offers the perfect environment for ambitious professionals to refine their sales skills, develop strategic account plans, and become trusted advisors to top-tier clients.

Position Details

As an integral member of the sales department, you will be responsible for selling IT staffing and project services to enterprise-level clients in the Kanto area. Your key responsibilities include:

New Business Development: Identify, target, and win new client accounts through proactive prospecting, networking, cold calling, and strategic outreach activities.
Account Management & Growth: Build and maintain long-term relationships with existing clients; understand their business needs and provide consultative solutions to drive repeat and expanded business.
Full Sales Cycle Ownership: Lead the entire sales process from opportunity identification, client meetings, proposal development, contract negotiation, to deal closing.
Revenue and KPI Achievement: Consistently achieve and exceed monthly and quarterly sales targets, contributing directly to the company’s growth.
Market Intelligence: Keep up to date with industry trends, competitors, and market shifts to effectively position Skillhouse’s services and solutions.
Collaboration: Work closely with internal recruitment and delivery teams to ensure timely and high-quality service fulfillment for clients.

As an Account Executive, you will play a vital role in shaping client strategies and driving business performance. Your success will be measured not only by sales numbers but also by client satisfaction, long-term account growth, and contribution to overall team objectives.

Career Progression: Average length of promotions for Account Executives to Account Managers and then to Senior Account Managers is on average once every 14 months with an opportunity to double base salary within 3 years of employment. Build a long-term rewarding career supporting candidates and clients at Skillhouse!

Required Skills

•At least five (5) years of proven Business-to-Business (B2B) sales experience, ideally in staffing, IT services, or a related solutions-based industry
•Demonstrated success in developing new business and closing deals
•Strong account management and relationship-building skills, with a track record of growing existing client accounts
•Excellent negotiation, presentation, and consultative sales skills
•A positive, self-motivated, and energetic personality with a passion for achieving and exceeding sales targets
• Strong verbal and written communication skills
• Ability to work effectively both independently and as part of a collaborative team
• Business level Japanese and English

Company Description