Sr. Account Executive

Job Information

Recruiter
Build Plus K.K.

Hiring Company
Global AI-Powered Enterprise Platform Provider

Job ID
1615924

Industry
Software

Company Type
International Company

Non-Japanese Ratio
Majority Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Minato-ku

Salary
10 million yen ~ 20 million yen

Salary Commission
Commission paid on top of indicated salary.

Refreshed
November 3rd, 2026 13:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level (Amount Used: English usage about 10%)

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

About the Company

Our client is a global enterprise software company that helps organizations accelerate digital transformation by building and modernizing business-critical applications. As they scale their high-growth enterprise segment in Japan, they are looking for a strategic, top-performing Senior Account Executive to join their Tokyo office.

Key Responsibilities

As a Senior Account Executive, you will run the full sales cycle, from initial discovery and complex consensus-building (ringisho) through to close.

- **New Logo Acquisition:** Proactively find, qualify, and win new enterprise opportunities within your assigned territory and target account list.
- **C-Suite Relationships:** Build trusted, long-term relationships with C-level executives (CIO, CTO, CDO) across both business and IT divisions in strategic named accounts.
- **Partner Co-Selling:** Work closely with major global and local system integrators (SIers), channel, and alliance partners to build a scalable sell-with and sell-through ecosystem.
- **Value-Based Selling:** Articulate the platform's value proposition clearly, using ROI and TCO frameworks to connect platform capabilities to the customer's strategic business outcomes.
- **Complex Deal Management:** Lead a rigorous sales process that validates technical and business requirements, handles objections, and negotiates high-value enterprise contracts.
- **Territory & Account Planning:** Build and execute quarterly and annual territory plans to deliver consistent quota attainment and sustainable pipeline growth.

Qualifications & Requirements

We are looking for a self-driven, consultative sales professional with a strong network and a proven track record in the Japanese software market.

- **Enterprise Sales Experience:** 10+ years of direct enterprise software sales, with a track record of exceeding quota in the Japanese market.
- **Domain Expertise:** 3+ years selling SaaS, PaaS, or advanced cloud platforms.
- **Partner Ecosystem:** Proven success co-selling and building pipeline with major local and global SIers.
- **Strategic Mindset:** Strong technical sales background, able to manage complex multi-stakeholder sales cycles and translate technical architecture into executive-level business value.
- **Network & Autonomy:** Highly self-motivated and able to work independently, using an existing professional network to uncover enterprise opportunities.
- **Education:** Bachelor's degree or equivalent professional experience.
- **Languages:**
    - Japanese: Native or bilingual (written and spoken), with a strong command of business keigo for managing enterprise accounts and negotiating with C-level stakeholders.

What We Offer

- Highly competitive base salary with an uncapped commission (OTE) structure
- Full social insurance (health insurance, employees' pension, employment insurance, workers' accident compensation insurance)
- Flexible benefits allowance
- Generous annual paid leave
- Ongoing learning and professional development
- A modern, global corporate culture

Company Description