# Account Manager - Capital Markets

## Job Information

**Hiring Company**
EPAM Systems Japan GK

**Job ID**
1618301

**Industry**
IT Consulting

**Company Type**
International Company

**Job Type**
Permanent Full-time

**Location**
Tokyo - 23 Wards

**Salary**
18 million yen ~ 20 million yen

**Salary Bonuses**
Bonuses paid on top of indicated salary.

**Salary Commission**
Commission paid on top of indicated salary.

**Work Hours**
9am ~ 6pm JST

**Holidays**
In accordance with company regulations

**Refreshed**
November 20th, 2026 00:00

## General Requirements

**Minimum Experience Level**
Over 10 years

**Career Level**
Mid Career

**Minimum English Level**
Business Level

**Minimum Japanese Level**
Native Level

**Minimum Education Level**
High-School

**Visa Status**
Permission to work in Japan required

## Job Description

**≪Job Description & Position Highlights≫**

- Account Sales Representative offering IT solutions—such as digital transformation and transaction platforms—to

financial institutions
- The rewarding opportunity to build long-term relationships with clients in investment banking and capital markets and generate new business opportunities
- An environment where you can collaborate with a global team and enhance your expertise in both finance and IT, as well as your Japanese and English language skills
- A supportive environment with comprehensive programs for personal growth, including training, online courses, and mentoring

**【Job Responsibilities】**
Embark on a transformative journey as an Account Manager at EPAM Japan, specializing in technology solutions for capital markets, global markets for Japanese investment banking clients.
You'll build enduring partnerships with leading financial institutions, including banks, brokerages, and capital markets clients, while strategically conveying EPAM's advanced technology and consulting capabilities.

< Responsibilities >

- Foster relationships at the senior level within key investment banking and capital markets accounts
- Clearly communicate EPAM's capabilities in digital transformation, trading platforms, risk management, and regulatory compliance to meet client business objectives
- Identify new business opportunities and drive account growth through consultative selling and solution-based approaches
- Collaborate with delivery teams to ensure client satisfaction
- Develop account plans, sales strategies, and proposals tailored to client needs
- Represent EPAM at industry events, conferences, and client meetings
- Manage client financials, including contracts, invoices, and payments, ensuring accuracy and compliance with industry standards
- Ensure client relationships, interactions, and deliverables are in line with contract specifications and regulatory requirements
- Contribute to pre-sales initiatives for both existing and new accounts, focusing on capital markets solutions

< We offer/Benefits >

- By choosing EPAM, you're getting a job at Great Place To Work-Certified™ in 2024, Glassdoor's Top 100 Best Places to Work in 2023 & one of Most Loved Workplace, as recognized by Newsweek, 2021 - 2023.
- Your voice matters. At EPAM, employee ideas are the driving force behind our business. You'll be part of a supportive workplace where everyone is respected and included.
- Through extensive opportunities for internal training and self-development, including workshops, online courses, and mentoring programs, you'll learn, contribute, and grow with us.
- You'll be challenged while working side-by-side with some of the best talent globally. We work with top-notch technologies, constantly seeking new industry trends and best practices.

< Life at EPAM >

- EPAM is a leading global provider of digital platform engineering and development services. We are committed to having a positive impact on our customers, our employees and our communities
- Since EPAM Japan was incorporated in 2018, we have been constantly expanding our team and capabilities in Tokyo, the capital of the world's third-largest economy
- We have top-notch multilingual specialists who are experts in consulting, designing, and engineering to achieve digital transformation for businesses, especially in financial services, life science, automotive, real estate, and retail
- With a proactive, creative, diverse team, we offer our clients solutions that envision digitalization in their systems, products, and services. We are here to make an impact in our community and beyond

**【Employment Type】**
Permanent employee

**【Salary】**
Based on experience and skill level

**【Working Hours】**
In accordance with company regulations

**【Work Location】**
Hybrid in Japan: Tokyo

**【Holidays & Leave】**
In accordance with company regulations

**【Benefits & Welfare】**
In accordance with company regulations

## Required Skills

**【Requirements】**

- Solid experience in sales and account management within Japan's investment banking or capital markets sector
- Understanding of financial services industry trends, regulations, and technology needs in Japan
- Proven track record in building client relationships, particularly with financial institutions and capital markets clients
- Ability to operate strategically while providing valuable support to clients and internal teams, especially in complex financial environments
- Excellent communication, negotiation, and presentation skills in both Japanese and English

- Native Japanese communication skills and fluency in English. Candidates with N1 JPLT or above can be considered

**【Nice to have】**

- Previous working experience in a professional services, management consulting or technology outsourcing firms
- Experience in managing and monitoring performance metrics across financial accounts and portfolios
- Experience working in a global, multicultural environment
- IT or finance project delivery background before transitioning to account management
- Experiences across Equity/Bond/Derivatives/FX Markets, Risk Management, Regulatory Affairs, Data Analytics

## Company Description