



Key Account Manager / キーアカウントマネージャー

Solution sales/SaaS background preferred

Job Information

Recruiter

WilliamSelect

Job ID

1114768

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 14 million yen

Refreshed

January 20th, 2022 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Description:

1. Sales Activity

- Achieves sales targets for Japan in a cost effective manner
- Identifies new business opportunities to increase market share or penetration of the company's solutions
- Plans, organises and executes sales campaigns in order to develop revenue opportunities and to maximise revenue growth
- Delivers against KPIs and objectives as assigned by senior management
- Reports and Forecasts on performance against objectives on a regular basis
- Maintains accurate and informative prospect and customer records using Salesforce.com
- Creates account plans for significant prospects to ensure the successful management of opportunities in line with agreed expectations

2. Relationship Management

- Regular contact with prospects and existing customers to develop relationships to better understand their business, their goals and their requirements
- Establishes strong working relationships with all other areas of the company in order to develop and deliver bespoke customer solutions
- Delivers a high level of customer satisfaction through a consultative sales approach
- Attends conferences and exhibitions as required and represents the sales team
- Shares best practice across the sales team

3. Market Knowledge

- Keeps abreast of any changes in the industry/market by talking to customers, industry experts, partners and own research; and interprets the changes and the effects this will have on the solutions
- Monitors competitor activity in the market place – records and shares information and responds accordingly

Required Skills

Key Skills Required:

- Direct B2B sales, preferably international
- New business experience
- Good in Network building
- Info / software solutions sales
- Communication skills
- Proactive and self-motivated
- Organisation skills
- Results driven
- Numeracy and analytical
- IT literacy
- General communication skill in English

Experience Required:

- Preferably in the Information Services sector
- More than 5 years of consultative sales experience
- Experience with CRM systems (e.g. Salesforce)
- Experience selling enterprise software solutions would be an advantage

Company Description

WilliamSELECT is a dynamic and solution-focused recruitment consultancy. With a 40-year legacy and rich networks throughout Asia, we provide a proactive and personalised service that helps to shape industries by connecting the right people with the right workplaces.

STRONG ASIAN NETWORKS

We undertake both local and regional recruitment assignments. Our geographic scope covers Hong Kong, Macau, China, Singapore, Korea, Malaysia, Indonesia, Thailand, India, Taiwan, Vietnam and Cambodia.