



Junior Sales Account Manager 【未経験・新卒・第二新卒者歓迎】

急成長のIT業界でのいいキャリアスタート！モチベーションが高い未経験者活躍中

Job Information

Hiring Company

Evernex Japan K.K.

Job ID

1324627

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Salary Commission

Commission paid on top of indicated salary.

Refreshed

September 27th, 2023 06:00

General Requirements

Career Level

Entry Level

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

Role Summary

We are looking for a Sales Account Manager position in Tokyo to help manage our increasing workload. Our growing company in Japan, have a new opportunity for an individual who loves a fast-paced and exciting environment.

The main responsibilities are to continue the development of our activity in Japan and promoting our brand with new prospect. You will be working closely with our Country Manager. Your role will be to find new way to market and how to differentiate our self from competition.

Reports To: Country Manager

Business Unit: Tokyo, Japan

Department: Sales

Job Level: Entry level - Individual Contributor

Accountabilities

- Consistently identify, propose and win new business from new and existing customers.
- Achieve individual target revenue and profit margin target on quarterly basis.
- Ensure customer received prompt and professional advice in all enquiries
- Ensure constant up to date reporting about the status of all opportunity through the relevant tools.
- Manage, maintain and update tangible pipeline during sales cycle.
- Take ownership of own accounts and ultimate responsibility for all issues involving them
- Assist technical team in rolling out new contract in timely manner.
- Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsor.
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives.
- Communicate clearly the progress of monthly/quarterly initiatives to internal and external stakeholders.
- Forecast and track key account metrics.
- Enhance department and organization's reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Responsible for keeping current clients satisfied and delivering exceptional client service on a day-to-day basis.

About Evernex

Evernex is a growing French International company (part of 3i group) specializing in maintaining IT systems in an operational state. Our innovative offer addresses both the IT needs and sustainable development issues of our clients.

Specialists in IT support maintenance, hardware recycling and professional services, we are expanding our operations in Japan and are looking for a dynamic and self-motivated individual to help us succeed in our goals.

Required Skills

Experience, Knowledge, Skills

- Minimum of 1 year experience in Sales within the IT industry
- Excellent communication skills with ability to build rapport with people at all levels
- Strong organizational skills with the ability to prioritize and multi-task
- Highly self-motivated and proactive, with strong problem-solving skills
- Positive, results-driven attitude with the ability to work within a team
- Proficiency in Microsoft Office and database management
- Demonstrated experience in achieving target

Competencies

- Energetic and assertive with a strong presence
- Persuasive with strong communication skills to initiate, negotiate and close business
- Strong negotiation skills.
- Capacity to work in a fast-paced and multicultural environment
- Positive relationship building skills – cultivates and nurtures customer relations
- Diplomacy and organization skills

Qualifications

- Bachelor/Masters' degree in Business Administration or equivalent
- IT degree could be relevant

Company Description

Evernex

IT life services

Evernexについて

貴社で導入済みのサーバー・ストレージ・ネットワーク機器の保守に、新しい手法を取り入れてみませんか？

Evernexは35年以上にわたるマルチベンダーなハードウェアに経験が豊富です。グローバルで独立したIT機器延命事業を展開しています。IT資産の寿命を延ばすエンドツーエンドのデータセンター保守サービスを提供しています。革新的なサービスアプローチにより、ITインフラストラクチャの管理方法を変えています。Evernexをご利用いただくお客さまは、標準的なOEMサービス終了日より長くITシステムを維持し、時間と経費を節約しています。

グローバル展開

Evernexはスペアパーツ物流の分野で他者の追従を許さない経験をもっています。一般的な想像の範囲を超えたITインフラの保守サービスを提供しており、世界中の部品を記録的な速さで移動させています。毎日、世界各地に1トンものスペアパーツを出荷し、それをお客さまのデータセンターを最高レベルで運用するために使っています。29の関連会社、グローバルパートナー、エンジニアネットワークを活用して、ITインフラ保守のニーズをすべてまかない、160以上の国々に存在する20万以上のITインフラをサポートしています。また、世界各地に約330の在庫管理拠点が、お客さまに最も近い拠点からスペアパーツを供給することで、お客様の課題を即時に解決します。すべてはお客さまを一步一步お手伝いするための体制です。

Evernex

IT life services

About Evernex

Ready for a fresh approach to maintaining and upgrading your installed base of servers, storage and networking equipment?

Evernex is a global, independent IT Life Services company with over **35 years of multi-vendor hardware experience**. We offer **end-to-end data center maintenance** service that allows you to extend the life of your IT assets. With our innovative approach to service, we'll help you change the way you manage your IT infrastructure. Evernex allows you to **maintain your IT systems beyond standard OEM end-of-service dates** – saving you both time and money.

Global Footprint

Evernex has unmatched experience in spare parts logistics. We offer IT infrastructure maintenance coverage like you've never seen before – moving spare parts worldwide in record time. Every day, we ship one metric ton of spare parts across the globe to keep your data centers operating at the highest level. With **29 subsidiaries** and our network of global partners and engineers, we help you handle all of your IT infrastructure maintenance needs. Today we support over **200k+ IT infrastructure** systems in **160+ countries**. And we have some **330 forward stocking locations** worldwide. No location is too remote – so where's your next challenge? Let us know and we'll be there to help you every step of the way.