



Account Executive - Japan's Leading Bilingual Job Portal

Working with CareerCross team!

Job Information

Hiring Company Name

C.C. Consulting Co., Ltd

Job ID

717686

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Train Description

Toei Mita Line, Jimbocho Station

Salary

4 million yen ~ 7 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

9:00 - 18:00 (lunch break 1 hour)

Holidays

Sat, Sun, National Holidays

Refreshed

February 25th, 2020 01:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

High-School or Below

Visa Status

Permission to work in Japan required

Job Description

C.C. Consulting Co. Ltd the parent company of **CareerCross** is a dynamic, successful and growing organization that leads

the way in bilingual online recruitment in Japan. You will be Working in a friendly, mixed nationality office environment.

Responsibilities:

As an Account Executive, you will be an essential contributor to the performance of our business function. Your primary responsibility will be sales of our CareerCross Recruitment Advertising products and services to both new and existing clients. As well as build and manage ongoing relationships with clients to ensure repeat business opportunities. You will have appointments with new clients through cold calling as well as network events and SNS to acquire new connections. You will also work with our IT team and Marketing team to help the development of our services to meet and exceed customer expectations.

- Research potential prospects and engage in high volume outbound calling. Reaching out with key persons in hiring companies, and merger/acquisition new opportunities.
- Identify, pursue and secure business appointments with new leads for prospective clients.
- Meet monthly sales and lead generation goals.
- Working closely with Team Leaders and Executive Management, as well as regularly participate in the development of new business strategies
- Work with our Digital Marketing and Web Specialists to continually update and develop the content of the CareerCross Website

80% of our clients are multinational companies and 20% are Japanese companies which is expanding globalization. The targeted industry is vast, including manufacturers, IT companies, PR / Advertisement, education, FMCG and others. So, you can take advantage of your industry experience and knowledge that you have worked.

Attractive Points:

- ⊙ Good work-life balance
- ⊙ Multinational team (Swedish, Uzbek, Taiwanese, Japanese and Australian in our sales team)
- ⊙ Work in a great location in Tokyo
- ⊙ Initial and ongoing Training
- ⊙ Exciting opportunities to meet and discuss with Executives in clients regarding corporate strategies
- ⊙ Attractive base salary and an excellent success based commission package

Required Skills

- Experience in sales. B to B Business Development experience for any industry is a plus!
- Exceptional English and Japanese language verbal and written communication skills.
- Build relationships at all levels within both foreign and Japanese companies.
- Goal and action orientated with ability and desire to work towards revenue targets within a team environment.

In Addition:

Work location: Jinbocho Mitsui Bldg.15F, 1-105 Kanda Jinbocho, Chiyoda, Tokyo

Nearest Stations: Jinbocho station, Ochanomizu station, Shin-Ochanomizu station, and Takebashi station

Employment Type: Regular full time

Probation Period: 3 months

Salary Payment: 280,000 yen monthly, based on experience

Overtime Allowance: 43,299 yen is included in monthly salary as fixed allowance. Anything over 25 hours per month will be paid

Bonus: 4 times a year

Salary Raise: Twice a year

Annual Salary Examples:

2nd year staff: 5 million yen (monthly salary 300,000 yen + bonus 4 times a year + commission)

4th year staff: 7.5 million yen (monthly salary 400,000 yen + bonus 4 times a year + commission)

Working/Break Time: 9:00~18:00 (lunch break 1 hour)

Holidays: Sat, Sun, National Holidays, Year-end through New Year holidays, Sick leaves

Paid holidays: Start with 10 days, Effective on the 7th month

Commutation Allowance: Up to 50,000 yen per month

Benefits Program: Fully (Health Insurance, Employee's Pension, Employment Insurance and Industrial Injury Insurance)

Company Description

CareerCross is one of the leading online job-boards for bilingual candidates, serving the Japan focused global business community. We combine the power of modern internet technologies, simple interfaces and pro-active marketing to ensure top level service.

Our office is based conveniently close to Jimbocho station and our staff are a mix of Japanese and foreign professionals. We offer a western style results-oriented working environment, where individuals are encouraged to participate in developing our services and business strategies.

CareerCross© is a trading brand of C.C. Consulting Co., Ltd. a group company of JAC Recruitment Co., Ltd. (2124:JP).