



IT Sales Head/営業マネージャー | IT/テクノロジー業界での事業開発経験のある方 ◆日本語N2レベル以上必須

#### 募集職種

#### 採用企業名

Nihon Technology Private Limited

#### 求人ID

1431303

#### 業種

ITコンサルティング

#### 会社の種類

外資系企業

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

経験考慮の上、応相談

#### 更新日

2024年04月16日 06:00

#### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

流暢

#### 最終学歴

大学卒：学士号

#### 現在のビザ

日本での就労許可が必要です

#### 募集要項

#### IT Sales Head/Sales Manager

We are looking for a IT sales manager to take over a mix of existing accounts and new sales. To excel in this role you should be an active listener, have a compelling sales personality, and a hunger to chase and close new sales.

#### Job Description & Responsibilities

- Setting sales goals, Managing individual and sales team targets. Work with BU Head
- Creating a sales plan, monitoring and execution.
- Hiring, Training, Managing, Incentivizing Sales Team.
- End to end ownership of Sales strategy (from lead generation to closure of deal).
- Support all pre- and post-sales activities.
- Maintain a prospective pipeline of opportunities. Maintain client relationship.

- Analyze evolving industry trends and competitor's way of client relationship and develop better strategies for relationship management.
  - Generate new accounts, work with BU Heads and key account managers for increase growth of existing accounts.
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## スキル・資格

### Must / Desired Skills

- Around 4+years work experience
  - Experience IT Sales and BDM
  - Good Understanding and Experience in IT Software Industry.
  - Should possess excellent negotiation skills, make spontaneous decisions and willing to travel (aware of local demographics)
  - Excellent Interpersonal and Managerial skills.
  - Excellent Verbal and Written English communication.
  - Japanese Native or minimum JLPT N2 level with good Spoken, Read and Writing skills.
  - Excellent working knowledge in MS-office specially to make presentations.
  - Good experience in supporting / preparing sales proposals in Japanese and English.
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## 会社説明

We provide IT solutions and globalization services for Japanese companies both within Japan and across the globe. Our team of bilingual engineers and managers deliver complex IT solutions in ERP (SAP), JAVA / MS / Open source platforms for customers across Japan, Europe, Asia and India geographies.

Further, in recent years we have started delivering services across various industries in emerging technologies such as Blockchain, AI, Analytics, Internet of Things(IoT) and Robotic Process Automation(RPA) as well. Furthermore, from the perspective of human resource development, our Japanese language training department strengthens and enhances the language skill of Bilingual technical professionals. We also function as a human resource consultancy dispatching value added resources to Japan after imparting Japanese skills training and technical skills training. As a part of our learning management services, we offer e-learning and video learning development services, state-of-the-art learning management systems on the cloud to host content.