



## Zerto, Senior Sales Manager for India, China & Japan

新設チームで日本、中国、インドのビジネス&メンバーのリードと管理が求められます

### 募集職種

#### 採用企業名

日本ヒューレット・パッカード合同会社

#### 求人ID

1474567

#### 業種

ハードウェア

#### 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

#### 雇用形態

正社員

#### 勤務地

東京都 23区, 江東区

#### 最寄駅

半蔵門線、 住吉駅

#### 給与

1000万円 ~ 2500万円

#### 勤務時間

9:00-17:30, flextime available

#### 休日・休暇

完全週休2日制（土・日）、祝日、5月1日、年末年始、年次有給休暇（初年度13日、翌年度17日）、年間特別（6日）・病欠休暇など

#### 更新日

2024年05月13日 01:00

### 応募必要条件

#### 職務経験

10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 (英語使用比率: 75%程度)

#### 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

●To Oversee Japan, China, and India, and play a crucial role in driving the unparalleled success of Zerto software within HPE throughout Asia. As a key member of our leadership team, you'll lead, inspire, and guide our sales team to achieve

exceptional results.

Applies expert subject matter knowledge to manage staff activities in solving most complex business/technical issues within established policies. Manages activities of exempt individual contributors (typically Expert/Master) and/or MG1s. Has accountability for a large multi-department area(s) or location(s) with significant impact on business unit results and organizational strategy. Acts as a key advisor to senior management on the development of overall policies and long-term goals of the organization. Plans, manages, and monitors high-end operational/tactical activities of Staff. Staff members' primary focus is on either high-end tactical or broad strategic issues or a combination of both. Recruits and supports development of direct staff members. Position typically reports to Director or above.

Additional Guidance/Criteria: Manages and controls activities within a sub-region or Region; Typically manages 10 or more direct reports. Span of Control guidelines may differ from these numbers.

#### **Strategic Leadership:**

- Inspire Success: Lead the sales team with effective communication and motivation aligned with our company's vision.
- Build High-Performing Teams: Recruit, develop, and retain top talent to create a high-performing sales team.
- Adapt and Maximize Resources: Organize and adapt resources to maximize team and company achievements.
- Coaching Excellence: Actively coach and support the team for best-in-class individual and collective sales performance.
- Integrity and Culture: Uphold uncompromised integrity, promote our culture, and emphasize winning the right way.

#### **Customer Intimacy:**

- Enhance Customer Experience: Orchestrate major customer engagements to deliver industry-leading customer experiences.
- Lead by Example: Display a will to win and action-oriented leadership, focusing on customer-centric approaches.
- Relationship Building: Engage with key customer executives to understand their business context, build trust, and drive opportunities.
- Strategic Partnerships: Collaborate with stakeholders to maximize customer success and team efficiency.

#### **Managing the Business:**

- Sales Process Mastery: Establish end-to-end sales process management with clear roles and responsibilities.
- Sales Planning: Drive strategic and tactical sales planning at segment and account levels, ensuring consistent execution.
- Forecasting and Analysis: Provide timely and accurate sales forecasts, customer feedback, and competitive assessments.

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## スキル・資格

#### **Education and Experience:**

- University or Bachelor's degree preferred.
- 10+ years' sales experience, including success in achieving progressively higher quotas and goals within the technology industry.
- Experience managing high-performing sales teams across vast geographies.
- Profound experience in value-based software sales.
- Preferable experience in frameworks, such as MEDDPIC.
- High fluency in Japanese language and English skills to manage overseas business

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## 会社説明