



[Fintech Sales | MNC] Account Service Manager

Hybrid Work | Great Benefits

募集職種

採用企業名

アイデミア・ジャパン株式会社

支社・支店

IDEMIA

求人ID

1511914

部署名

IDEMIA Smart Transaction-Payment Services

業種

その他（金融）

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, 渋谷区

給与

850万円 ~ 1300万円

ボーナス

給与：ボーナス込み

歩合給

給与：歩合給込み

更新日

2025年07月11日 02:00

応募必要条件

職務経験

6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: 50%程度)

日本語レベル

ネイティブ

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

- Delivers the contract or business as usual including revenue. Average Selling Price (ASP), cash collection and add-

on's

- Ensures contract renewals by being accountable for the renewal win strategy and preparing and owning customer offers, which includes driving and being accountable for the formulation, coherency and content of all offer reviews
- Conducts the negotiation and ensures the signature of resulting contracts (including ensuring adherence of contracts with the company policy and legal matrix)
- Protects acquired customer base by securing customer loyalty
- Owns and prepares the budget and revenue forecast (ensuring forecast accuracy)
- Develops intimate knowledge of customer's operational environment and build strong relationships, including opening doors for new business opportunities
- Contributes to the account service management plan as required
- Negotiates contract change requests within or outside of the contract
- Aligns customer to product roadmap including driving product migrations
- Sells advanced products and services to contribute to new revenue streams
- Manages Account information within the Customer Relationship Management System
- Delivers contract for small account in autonomy
- Delivers the contract or business as usual (BAU) including revenue, Average Selling Price (ASP), cash collection and add-on's for strategic account under supervision
- Aligns customer to product roadmap including driving product migrations
- Protects acquired customer base by securing customer loyalty

スキル・資格

- 5years experience in managing customer accounts (preferably in the IT industry).
- Financial reporting and forecasting skills
- Development of account management plans
- Experience working in a matrix organization
- Experience and willingness to work for an MNC in a multi-cultural environment
- Demonstrate strong detail oriented skills, service-oriented, self motivated and a team player with a 'can-do' attitude.
- Good logistics knowledge.
- Maintain a professional demeanor when interacting with Management, employees and external parties.
- Consistently exercise discretion in handling interactions, and in directing internal and external customers to the appropriate party for resolving problems or complex issues.
- Multi-task and produce accurate documents and reports.
- Fluent Japanese and English

会社説明