

MichaelPage

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Channel Sales

Growing Cybersecurity vendor

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1539003

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区

給与

1300万円 ~ 1700万円

更新日

2025年05月12日 13:20

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル

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

This position involves managing and improving sales through various channels in the technology and telecoms industry. The role is based in Minato-ku and requires a proactive individual who can identify, develop, and secure new business opportunities.

Client Details

Our client is a multinational organization within the technology and telecoms industry. With a significant presence globally, they are known for their innovative products and services that consistently push the boundaries of what's possible in technology.

Description

- Develop and execute effective sales strategies across various channels
- Identify, secure, and nurture new business opportunities
- Build and maintain strong relationships with partners and clients
- Coordinate with other departments to ensure effective product distribution
- Monitor market trends and competitor activities in the technology and telecoms industry
- Provide regular sales forecasts and reports

- Work towards achieving sales targets and objectives
- Ensure high levels of customer satisfaction

Job Offer

- An attractive salary package, with an estimated range of 13.5 million JPY to 16.5 million JPY
- Opportunity to work in a multinational organization in the technology and telecoms industry
- Comprehensive benefits package
- Chance to work in a vibrant and innovative work environment in Minato-ku
- Opportunities for professional growth and career advancement

We strongly encourage individuals who are passionate about sales and have a keen interest in the technology and telecoms industry to apply. This is a great opportunity to contribute to and grow with a global leader in innovation.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Jan Shelepin at +81 3 5733 7167.

スキル・資格

A successful Channel Sales candidate should have:

- A degree in Business, Sales, Marketing, or a related field
- Experience in channel sales, particularly in the technology and telecoms industry
- Excellent negotiation and relationship-building skills
- Ability to identify and secure new business opportunities
- Strong understanding of the technology and telecoms market and trends
- Superb communication and presentation skills

会社説明

American telecommunications company that offers a range of services, including networking, edge cloud, cybersecurity, and managed services.