

MichaelPage

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Sales - Large Enterprise, Software Vendor**Account Executive - Large Enterprise****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

1539354

業種

ソフトウェア

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1500万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

休日・休暇

Saturday and Sunday

更新日

2025年05月13日 11:23

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

ビジネス会話レベル

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

Our Client is seeking a driven and detail-oriented Sales professional for Large Enterprise customer, who will play a crucial role in expanding their customer base within the Japan territory.

Client Details

The company is a large-scale organization dedicated to providing a top-tier communication experience management (CXM)

solutions for businesses across multiple industries. Known for its innovation solutions, it thrives in delivering high-quality products and solutions to large enterprises worldwide. They do have around 15 people in Japan.

Description

- Identify and establish new business opportunities within the large enterprise customers.
- Build and maintain relationships with large enterprise clients.
- Develop sales strategies tailored to the customer's needs.

Job Offer

- A competitive salary package 25M OTE (60:40)
- Fully working from home.
- Stocks and RSUs
- Solid opportunity to work on a global culture.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543

スキル・資格

A successful Sales - Large Enterprise should have:

- Proven track record of successful sales in the software industry.
- Hunter sales mindset and capable of developing the large enterprise customers.
- Proficiency in CRM software and Microsoft Office Suite.
- Ability to work in a fast-paced environment.
- Fluent Japanese and business English.

会社説明

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