

MichaelPage

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High touch sales, Cybersecurity

Account Executive, Cybersecurity

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

1539356

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

経験考慮の上、応相談

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 11:40

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

基礎会話レベル

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 High Touch Sales professional, capable of driving business growth and building customer relations within the Cybersecurity Industry.

Client Details

The company is a well-established player in the Cybersecurity Industry. With its large global footprint, it fosters an

environment of innovation and high-performance, focusing on providing top-tier technology solutions. They have around 200 people in Japan business.

Description

- Develop and implement effective sales strategies to drive business growth.
- Build and maintain strong, long-lasting customer relationships.
- Develop new customers within the manufacturing, Finance, Automotive (wide range of Industry).
- Mostly develop the new clients portfolio.

Job Offer

- Attractive compensation and benefits package (24M OTE)
- Fully working from home.
- Opportunity to work in a global leader in Cybersecurity industry.

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 High Touch Sales professional should have:

- Solid high touch sales within the cybersecurity industry.
- Strong connections with in the large enterprise customers.
- Capable of closing large size deals.
- Excellent communication, negotiation, and presentation skills.
- Fluent in Japanese.

会社説明

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