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Solution Sales (Pre-Sales Manager) - Networking Vendor

Pre-Sales Manager, Networking 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

1539363

業種

通信・キャリア

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 & Sunday

更新日

2025年05月13日 13:41

応募必要条件

職務経験

3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

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 looking for Solution Sales Manager (pre-sales manager). Reporting to the hiring manager in Japan, you will be responsible to manage their service provider customers mainly NTT group.

Client Details

Our client is France based networking vendor. They have 80 people in Japan and are known for their cutting-edge solutions

in the networking industry. Their major customer are service providers mainly NTT group in Japan.

Description

- Establish and maintain relationships with key strategic partners.
- Identify business opportunities and target markets.
- Develop and deliver presentations to potential clients.
- Manage, coordinate, and respond to customer service issues.
- Stay current with trends and competitors to identify improvements or recommend new products.

Job Offer

- Attractive compensation and benefits package. Salary upto 18M OTE+
- good opportunity to work in global company.
- Fully working from home
- RSUs and stocks

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 Solution Sales Manager should have:

- Pre-Sales (Solution sales) experience with in the major Telecom vendors
- Fluent in Japanese & business English
- Solid customer facing experience.

会社説明

Our client is France based networking vendor. They have 80 people in Japan and are known for their cutting-edge solutions in the networking industry. Their major customer are service providers mainly NTT group in Japan.