

MichaelPage

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Senior Account Manager

Account Manager | SaaS Work Solutions

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

1539973

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

1400万円 ~ 2500万円

更新日

2025年05月19日 17:53

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

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

This is an exciting opportunity to join a fast-growing global SaaS company providing cloud-based work management and collaboration solutions. You will lead enterprise sales activities in Japan, driving both new customer acquisition and existing account management.

Client Details

Global SaaS company offering a cloud-based work management platform used by enterprises worldwide to manage projects, tasks, and team collaboration in real time. Their solution integrates with major tools such as Microsoft Teams, Slack, and Google Drive, supporting digital transformation and productivity in various industries. The Japan business is scaling up and looking for strong sales leadership to drive further market growth.

Description

- Manage the full sales cycle for enterprise clients across multiple industries.
- Drive new business development to expand the customer base.
- Build and grow relationships with existing customers (account management).
- Work with internal and international teams to align sales strategies.
- Report directly to the local leadership and collaborate with global stakeholders.

Job Offer

- Competitive Salary Package: Up to JPY 20 million OTE (60% base / 40% incentive)
- Leadership Role: Opportunity to contribute to the Japan business growth strategy.
- Global Environment: Work closely with international teams and leadership.
- Career Growth: Be part of a company expanding its presence in Japan's SaaS market.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Tuba Khanon +81 3 6832 8681.

スキル・資格

A successful Account Manager should have:

- 5-10 years of SaaS or IT solution sales experience, preferably with enterprise clients.
 - Proven track record in both new business development and account management.
 - Business-level Japanese and English communication skills.
 - Ability to lead customer engagements and drive sales strategy execution.
 - Motivated, growth-oriented, and collaborative mindset.
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会社説明

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