

**MichaelPage**

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## Senior Account Manager

### Account Executive -Cloud AI Solution

#### 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

1539978

##### 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

1100万円 ~ 2000万円

##### 更新日

2025年05月19日 18:09

#### 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

無し

##### 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

An exciting opportunity to join a global cloud technology company providing AI-powered customer experience (CX) solutions. You will manage end-to-end enterprise sales across industries, building strong client relationships while driving new business and expanding existing accounts.

#### Client Details

Our client is a global leader in customer experience technologies, providing cloud-based, AI-driven CX platforms used by leading enterprises worldwide. Their solution offers omnichannel customer engagement, real-time analytics, automation, and integration with major CRM platforms such as Salesforce and Microsoft Dynamics. With over 20 years in Japan, their local team continues to grow as they expand their market leadership.

#### Description

- Manage the full sales cycle across various enterprise industries.
- Propose AI and cloud-based CX solutions to large clients.
- Develop direct and partner sales strategies and execute go-to-market plans.
- Build long-term client relationships and manage accounts.
- Work in a hybrid work model with both local and global teams.

## Job Offer

- Attractive Salary: Up to JPY 20 million OTE (60% base / 40% incentive).
- Hybrid Work Model: Flexibility to work remotely and on-site.
- Global Collaboration: Work with international teams and leadership.
- Career Growth: Join a market leader with over 20 years in Japan and growing.

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

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## スキル・資格

A successful Account Manager candidate should have:

- 8+years of IT or SaaS solution sales experience.
  - Experience managing direct sales in enterprise.
  - Strong account management and new business development skills.
  - Read and Write English Level - Welcome!
  - Motivated, strategic, and results-oriented professional.
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## 会社説明

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