



PR/087020 | Account Manager, Team Lead(f / m / d)

## 募集職種

### 人材紹介会社

ジェイ エイ シー リクルートメント ドイツ

### 求人ID

1541312

### 業種

ITコンサルティング

### 雇用形態

正社員

### 勤務地

ドイツ

### 給与

経験考慮の上、応相談

### 更新日

2025年05月20日 12:51

## 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

ビジネス会話レベル

### 最終学歴

短大卒：準学士号

### 現在のビザ

日本での就労許可は必要ありません

## 募集要項

### COMPANY OVERVIEW

A Japanese independent IT company that provides software products and solutions, with a particular strength in development support tools.

Their goal is to help companies and users succeed based on their philosophy of "Helping the world."

They provide a variety of solutions to improve digital operations in a wide range of industries and occupations by proactively incorporating no-code and low-code technologies that enable system construction without IT expertise and software development support tools that have sold a cumulative total of 1.2 million licenses. They also have more than 30 years of experience in providing business systems that support school management, which have been introduced in more than 3,600 private schools nationwide, and business systems for nursery schools and other social welfare facilities.

### JOB RESPONSIBILITIES

You will be responsible for selling licenses of their SaaS products in front-end development to the customer's IT department

(engineers) and C-level, while working closely with their marketing and development departments. This position is expected to be a management candidate with subordinates in the future.

.NET and JavaScript languages used behind the scenes, for example, their software is used by bank traders to process bulk data in real time, or components that process huge amounts of data for selling and buying, so they also need to have such technical conversations with their customers' developers.NET and JavaScript languages used behind the scenes.

#### Points of Attraction

##### Vision for Germany

- The company's vision is to be of service to the world. Their mission is to strengthen marketing, sales, support, planning and development for the further development of Europe and its developers, where DX is making remarkable progress.
- As a second founding member in Europe, you will join our team during the period of corporate transformation, when we will incorporate the company in the next fiscal year.
- As a start-up company, you will have the opportunity to use your experience in a wide range of areas.
- You will be able to work in a global environment, collaborating with team members in Japan, the U.S., and other countries. (English is the main language used in the company, but Japanese is also acceptable.)

#### JOB REQUIREMENTS

##### **COMPETENCY ("Must") \*Must meet all of the following requirements**

- At least 5 years of field sales experience in business application software or SaaS software for enterprises (5-15 years preferred)
- Business level English / German (either required)
- Ability to read and understand internal documents and materials written in English or German. Experience in providing support to users, etc.
- Ability to work independently and not just in an inside sales role
- A strong interest in up-selling, cross-selling, customer success, marketing, etc.

#### BENEFITS

- Paid vacation 30 days
- Working hours: 40 hours/week

\*During the start-up period, employees are required to come to work, but after stabilization, hybrid work can be considered.

- Working hours: 8:00-17:00

\*Flexible depending on the availability of tasks.

- Full-time employment
- Bonus paid
- Flex Time system
- Transportation expenses not included
- Location: Düsseldorf

Apply online or feel free to contact me directly for more information about this opportunity.

#LI-JACDE

