

MichaelPage

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Account Manager, Financial Software**Account Manager, Financial Software****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

1543008

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

1300万円 ~ 1800万円

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29日 09:12

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

流暢

最終学歴

大学卒：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

We are seeking a motivated Account Manager with a passion for the Financial technology software client. The ideal candidate will excel at building relationships and identifying opportunities to drive sales growth within the Japan territory.

Client Details

Our client is India based global software company, famous for their software selling to Finance Industry. They have 40

people in Japan and as the part of their growing business they are hiring 3 new account managers.

Description

- Develop and maintain strategic long-term trusting relationships with clients.
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics

Job Offer

- Salary package 12M Base (18M OTE)
- Good work life balance, working from home available.
- Business Trip available.
- RSUs and stock options.

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 Account Manager should have;

- Account management experience within the Software Industry, finance customer focus.
- Good experience with CRM software and MS Office (particularly MS Excel)
- Able to manage existing customer and develop new customers.
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail.
- Fluent Japanese and business English

会社説明

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