



Global Account Manager (English speaking)

募集職種

採用企業名

COGENT JAPAN合同会社

求人ID

1543047

業種

インターネット・Webサービス

会社の種類

外資系企業

雇用形態

正社員

勤務地

日本

給与

経験考慮の上、応相談

更新日

2025年06月03日 10:28

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

流暢

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可が必要です

募集要項

Company

www.cogentco.com

Cogent Communications is a multinational, Tier 1 facilities-based ISP, consistently ranked as one of the top five networks in the world and is publicly traded on the NASDAQ Stock Market under the ticker symbol CCOI.

Cogent specializes in providing businesses with high speed Internet access and Ethernet transport services. Cogent's facilities-based, all-optical IP network backbone provides IP services in over 217 markets globally. Since its inception, Cogent has unleashed the benefits of IP technology, building one of the largest and highest capacity IP networks in the world. This network enables Cogent to offer large bandwidth connections at highly competitive prices. Cogent also offers superior customer support by virtue of its end-to-end control of service delivery and network monitoring.

Responsibilities

Identify new business opportunities within national and regional sales territories. Through direct calling, email and contact efforts you'll work directly with the nation's leading IT Decision Makers on current and future connectivity solutions. With consultative and relationship building selling techniques you'll identify companies current and future needs and help them by positioning Cogent's services for new business.

Global Account Managers will achieve monthly revenue goals by selling into the nation's largest commercial and retail buildings, carrier neutral hotels, data centers and colocation facilities.

What we offer

- A generous base salary and an **uncapped commissions plan offers you an unlimited earnings potential.**
 - Designed to support your success through focused mentorship, trainings, and personal coaching.
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スキル・資格

Requirements

- **Candidate must have proven experience in a direct hunting, B2B sales role and quota achievement.**
- You must be able to demonstrate your ability to identify, qualify and generate new business through extensive prospecting and research.
- A qualified candidate will have 4-8+ years of solid, B2B sales experience in a telecom arena with collocation and wholesale experience. Previous experience with telecommunications, specifically data transport is also a plus.
- You must also be able to work in a fast paced, team environment with revenue deadlines. A track record of success and recent experience is required.
- Remote work arrangement.
- Experienced and professional communication skills both oral and written are a must.
- A college degree is preferred but not required.
- Professional knowledge of computer applications such as Microsoft Office and a CRM are a plus.
- Fluency in both Japanese and English is required to effectively communicate with both Japanese and English speaking clients. Proficiency in an additional Asian language is also a plus.
- Applicants must have work rights in Japan with no restrictions.

Cogent Communications is an Equal Opportunity Employer.

会社説明