

MichaelPage

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Renewal Sales Representative - Full Remote - Tech

Renewal Sales Representative - Remote

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

1543605

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

800万円 ~ 1000万円

更新日

2025年06月04日 16:01

応募必要条件

キャリアレベル

新卒・未経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

The Renewal Sales Representative will manage contract renewals, drive customer retention, and identify opportunities for upscaling and cross-selling to increase revenue. Their efforts will directly impact customer loyalty and overall business performance.

Client Details

Our client is a recognized leader in delivering innovative solutions that help organizations protect, manage, and recover their critical digital data efficiently. Their technology ensures business continuity and minimizes downtime through advanced backup and recovery capabilities.

Description

- Manage and secure timely contract renewals to maintain ongoing client relationships.
- Identify and pursue upscaling and cross-selling opportunities within existing accounts.
- Collaborate with internal teams to address customer needs and ensure satisfaction.
- Track metrics and provide regular reports to support revenue growth strategies.

Job Offer

- Competitive compensation package with up to 9M OTE.
- Fully remote position offering flexibility and work-life balance.
- Opportunity to work for a market leader known for innovative solutions.
- Strong support network from both local offices and headquarters.

Even if you don't meet all the requirements, we encourage you to apply if you're motivated to learn and grow in a dynamic environment.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Marc Breynart at +81 3 6627 6088.

スキル・資格

- Past experience in technology sales (hardware, software, CRM, etc).
- Demonstrates strong relationship-building and communication skills.
- Proficiency in CRM tools and an ability to analyze customer data effectively.
- Excellent communication and problem-solving skills to address customer needs proactively.
- Fluency in Japanese, Business English.

会社説明

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