

MichaelPage

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Account Executive - Cybersecurity - 英語力不要 - 20M+**Account Executive, Cybersecurity - 英語力不要****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

1544219

業種

ソフトウェア

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 2000万円

更新日

2025年06月12日 11:24

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

無し

日本語レベル

ネイティブ

最終学歴

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

As the Account Executive, you will be responsible for building and maintaining strong client relationships within the manufacturing or automotive industries. You will focus on understanding customer needs, delivering customized solutions, and driving sales growth in these key sectors.

Client Details

Our client is a leading global cybersecurity firm with a strong and established presence in Japan. They deliver cutting-edge security solutions to protect businesses from evolving digital threats while offering stability and comprehensive support to their employees.

Description

- Develop and maintain strong relationships with key clients to understand their business needs.
- Identify new sales opportunities and actively pursue potential leads.
- Negotiate contracts and close deals to achieve sales targets.
- Become a trusted advisor to your clients.

Job Offer

- A competitive salary package (between 10M to 20M OTE)
- Great work-life balance.
- A supportive company culture that values innovation and individual growth.
- An opportunity to join a company that is shifting its approach to cybersecurity.

We encourage all candidates, regardless of their background, to apply if they think that they would be a great match for this position.

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 software sales (cybersecurity sales preferred, but not mandatory).
- Excellent negotiation and relationship-building skills.
- Ability to work well in a team-oriented environment.
- Strong communication and presentation skills.
- Proficiency in Japanese (English is not mandatory).

会社説明

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