

MichaelPage

www.michaelpage.co.jp

Partner Sales - Cybersecurity - Gaishikei**Partner Sales - Cybersecurity, Gaishikei****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

採用企業名

Partner Sales - Cybersecurity - Gaishikei

求人ID

1545636

業種

ソフトウェア

会社の種類

中小企業 (従業員300名以下)

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 1000万円

更新日

2025年06月25日 13:57

応募必要条件**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

大学卒 : 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

In this role, you will be responsible for building and managing key partner relationships to drive business growth. You will also have the opportunity to be involved at various stages of the sales process.

Client Details

Our client is an international cybersecurity company offering in-demand solutions tailored to both enterprise and SMB customers. They are known for their strong work environment and excellent support from headquarters.

Description

- Develop and nurture strategic partnerships to maximize sales opportunities.
- Collaborate with internal teams to ensure seamless communication and support for partners.

- Lead presentations and negotiations to secure long-term partner agreements.
- Provide partners with training and resources to enhance product knowledge.
- Identify new partnership opportunities within the industry.

Job Offer

- Salary Package between 6,000,000 to 9,000,000 YEN OTE.
- Flexi hours and hybrid work arrangement.
- Opportunity to advance to a management position in the future,

If you're interested in this position, we encourage you to apply.

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

- Experience in software sales and working with partners.
- Excellent communication and negotiation skills.
- An analytical mindset to interpret data and drive actionable insights.
- Japanese skills (English is preferred).

会社説明

Our client is an international cybersecurity company offering in-demand solutions tailored to both enterprise and SMB customers. They are known for their strong work environment and excellent support from headquarters.