

MichaelPage

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Account Manager

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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

1545709

業種

ハードウェア

雇用形態

正社員

勤務地

東京都 23区

給与

1200万円 ~ 2000万円

更新日

2025年06月26日 09:00

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

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

日本での就労許可が必要です

募集要項

Join a global leader in networking technology to lead sales efforts for IP and Optical solutions across Japan's major service providers. You'll manage the full sales cycle-from strategy to execution-while building strong relationships with key telco clients.

Client Details

A leading global provider of advanced telecommunications infrastructure solutions, delivering high-performance IP and Optical technologies to top-tier service providers worldwide. The company empowers carriers with scalable, reliable, and future-ready networking systems designed to support digital transformation and evolving bandwidth demands.

Description

- Own and drive the sales strategy for IP and Optical solutions within major Japanese service provider accounts.
- Manage the full sales life cycle including opportunity qualification, proposal development, presentations, and closing deals.
- Build strong, trusted relationships with stakeholders at all levels within the client organisation.
- Collaborate with technical, legal, and executive teams to deliver tailored solutions and secure contracts.
- Maintain sales pipeline in Sales force and report forecasts regularly to management.

Job Offer

- Opportunity to lead complex B2B sales with major telecom clients.
- Dynamic, globally recognised tech company with cutting-edge solutions.
- Flexible working style, including remote options and manageable travel.
- Competitive career development in the high-growth telecom infrastructure industry.
- Work closely with global teams on innovative, high-impact projects.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Takami Ogi on +81366276067.

スキル・資格

- 10+ years of telecommunications sales experience, with a strong track record in the Service Provider market in Japan.
 - Proven ability to meet and exceed revenue targets in a competitive, solution-based sales environment.
 - Fluent Japanese speaker with business-level English skills.
 - Strong consultative sales skills and deep understanding of IP and Optical networking technologies.
 - Self-motivated and capable of working independently with minimal supervision.
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会社説明

A leading global provider of advanced telecommunications infrastructure solutions, delivering high-performance IP and Optical technologies to top-tier service providers worldwide. The company empowers carriers with scalable, reliable, and future-ready networking systems designed to support digital transformation and evolving bandwidth demands.