

**【1000～1200万円】 Senior Renewals Specialist**

レコーデッド・フューチャー・ジャパン株式会社での募集です。 法人営業（その他）...

募集職種**人材紹介会社**

株式会社ジェイ エイ シー リクルートメント

採用企業名

レコーデッド・フューチャー・ジャパン株式会社

求人ID

1545787

業種

ソフトウェア

会社の種類

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～1200万円

勤務時間

09:00～18:00

休日・休暇

【有給休暇】初年度 10日 6か月目から 【休日】完全週休二日制 土 日 祝日 GW 夏季休暇 年末年始

更新日

2025年06月26日 16:06

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

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

【求人No NJB2307629】

With 1 000 intelligence professionals over \$300M in sales and serving over 1 900 clients worldwide Recorded Future is the world's most advanced and largest intelligence company!

At Recorded Future we are dedicated to maintaining strong long term relationships with our clients. Our mission is to ensure customer satisfaction and loyalty by delivering exceptional value and service. We are seeking a motivated and detail oriented Senior Renewal Specialist to join our global renewals organization.

As a Senior Renewal Specialist your primary responsibility will be to retain renewal revenue for Recorded Future's customer base. Working closely with Account Directors Customer Success Channel Partners and Leadership you will assist with renewing and retaining business across your assigned territory.

What You'll Do as the Senior Renewal Specialist:

Manage up to 50 customer accounts for renewal and retention: Ensure customer satisfaction and renewal of contracts.

Meet or exceed assigned renewal revenue targets: Consistently achieve or surpass company goals for renewal revenue.

Negotiate protect and grow the renewal revenue stream within the assigned territory: Use strategic negotiation skills to safeguard and enhance revenue.

Drive on time and accurate renewals: Adhere to internal processes and procedures for timely and precise renewals.

Maintain consistent and accurate deal progression updates in Salesforce.com: Ensure all renewal opportunities are accurately tracked from Quote to Close

Build and leverage relationships with internal and external teams: Collaborate with various stakeholders to achieve positive outcomes for the company and your customers.

Why should you join Recorded Future ·

Recorded Future employees (or "Futurists") represent over 40 nationalities and embody our core values of having high standards practicing inclusion and acting ethically. Our dedication to empowering clients with intelligence to disrupt adversaries has earned us a 4.8 star user rating from Gartner and more than 45 of the Fortune 100 companies as clients.

スキル・資格

- At least 3+ years of sales experience including Inside Sales Outside Sales Account Management Customer Success or similar roles.
- Experience in a competitive sales driven environment.
- A track record of success and high achievement.
- SaaS or High Tech sales experience is preferred.
- Security experience is a plus but not mandatory.
- Experience with Channel Sales and Direct Sales are both valuable.
- A positivity a can do attitude flexibility and curiosity are a must.
- Fluent in both English and Japanese with the ability to communicate effectively in both languages both written and spoken in a professional environment.

会社説明

脅威インテリジェンス専門のソフトウェア開発及びサービス提供事業を展開。