

MichaelPage

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Account Executive (Hunter) +26M OTE

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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

採用企業名

Account Executive (Hunter) +26M OTE

求人ID

1552581

業種

ITコンサルティング

雇用形態

正社員

勤務地

東京都 23区

給与

1300万円 ~ 3000万円

更新日

2025年07月22日 16:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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

You will pursue and onboard new key accounts. You'll be responsible for identifying untapped markets, initiating contact with potential leads, and expertly navigating the sales cycle to ultimately secure new business and expand market share.

Client Details

Our client is a globally recognized technology services and consulting provider, offering a wide range of solutions including IT, consulting, and business process services. It's known for its extensive client base across various industries and a significant presence in emerging technologies like AI and cloud computing.

Description

- Identify and acquire new clients to expand the company's customer base in various industries.

- Develop and execute strategic sales plans to achieve and surpass revenue targets.
- Build and maintain strong, long-lasting client relationships by understanding their needs and offering tailored solutions.
- Collaborate with internal teams to ensure seamless delivery of services and solutions.
- Monitor market trends and competitor activities to identify new business opportunities.
- Negotiate contracts and close deals to meet company objectives.

Job Offer

- Competitive compensation package between 15,000,000 JPY and 25,000,000 JPY.
- Opportunities to work in a large organization with a global footprint.
- A supportive and collaborative workplace culture focused on results and innovation.
- A global, recognized, brand with opportunities to be involved at different level.

If you're interested in this opportunity but don't match every requirement, 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

- Over 15 years of experience in tech sales.
- Proven ability to identify and close new business opportunities.
- Excellent communication and negotiation skills.
- Ability to work effectively in a fast-paced, competitive environment.
- Strong analytical skills to assess market trends and client needs.
- Japanese and English.

会社説明

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