



【900～1400万円】外資系IT企業Deal Desk ポジション

外資系ソフトウェアベンダーでの募集です。営業推進・企画のご経験のある方は歓迎...

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

外資系ソフトウェアベンダー

求人ID

1554145

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

900万円 ～ 1400万円

勤務時間

09:00 ～ 18:00

休日・休暇

【有給休暇】初年度 10日 1か月目から 【休日】完全週休二日制 【有給休暇】[年次有給休暇] 10日 ～ 20日 入社日か...

更新日

2025年08月21日 14:00

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

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

【求人No NJB2320730】

■Role Overview

We are seeking a Senior Deal Desk Consultant to join our Tokyo based team. This strategic role is ideal for a seasoned professional with deep experience in deal structuring cross functional collaboration and commercial governance within the technology sector. You will serve as a trusted advisor to senior sales leadership guiding complex deal architectures that align with corporate objectives and customer success.

This is a high impact role requiring strong business acumen fluency in Japanese and English and the ability to influence

across functions and geographies.

■Key Responsibilities

1. Strategic Deal Architecture

- Lead the design and execution of complex high value deal structures that drive long term customer success and sustainable revenue growth.
- Serve as a commercial advisor to enterprise sales teams ensuring alignment with corporate goals (ARR cash flow churn reduction) .
- Ensure compliance with internal policies revenue recognition standards and pricing frameworks.
- Provide data driven insights and scenario modeling to support deal decisions.
- Act as a subject matter expert on business rules subscription models incentive policies and pricing strategies.

2. Cross Functional Leadership

- Orchestrate collaboration across Sales Finance Legal Product and Operations to streamline deal execution.
- Represent regional needs in global forums and influence corporate policy through feedback and insights.
- Drive alignment across stakeholders to reduce friction and accelerate deal velocity.
- Lead cross functional deal reviews and governance processes.

3. Operational Excellence

- Oversee deal desk processes documentation and systems to ensure accuracy efficiency and scalability.
- Identify and implement process improvements that enhance seller productivity and customer experience.
- Develop and deliver enablement programs for sales teams on deal desk processes tools and best practices.
- Translate and localize global materials for regional use ensuring accessibility across language barriers.

4. Strategic Business Partnering

- Analyze deal trends and market dynamics to inform pricing packaging and go to market strategies.
- Collaborate with global peers to share best practices and drive continuous improvement.
- Provide feedback to product and finance teams on customer needs and competitive pressures.

スキル・資格

■Qualifications

Required:

- 7+ years of experience in Deal Desk Sales Operations Commercial Finance or related roles in the technology or SaaS industry.
- Proven track record of supporting enterprise sales teams and managing complex deal cycles.
- Strong understanding of subscription based business models revenue recognition and pricing strategies.
- Exceptional communication and stakeholder management skills.
- Fluent in both Japanese and English (written and spoken) .
- Highly analytical detail oriented and process driven.
- Comfortable working in a fast paced matrixed and multicultural environment.

Preferred:

- Experience working with global teams and across multiple geographies.
- Familiarity with Salesforce CPQ tools and financial modeling in Excel.
- Business level Korean language skills are a plus.
- MBA or advanced degree in Business Finance or related field.

会社説明

ご紹介時にご案内いたします