

MichaelPage

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Enterprise Account Executive - Osaka - Tech**Enterprise Account Executive - Osaka****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

1554646

業種

ソフトウェア

雇用形態

正社員

勤務地

大阪府

給与

750万円 ~ 1400万円

更新日

2025年08月12日 09:40

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

基礎会話レベル

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

As an Account Executive, you'll be responsible for managing client relationships, understanding their needs, and delivering solutions that drive sales and business growth. You'll act as the main point of contact between the company and clients, coordinating communication and ensuring customer satisfaction.

Client Details

Our client is a leading foreign (Gaishikei) company with over 100 employees in Japan. They offer innovative solutions to their clients. They pride themselves on fostering a results-oriented environment with opportunities for professional growth.

Description

- Develop and execute strategic account plans to achieve sales targets within a specific industry.
- Identify and engage with key decision-makers to understand their business needs and challenges.
- Collaborate with internal teams to ensure seamless implementation and ongoing support for clients.
- Provide regular updates on sales forecasts and market trends to the management team.
- Participate in industry events and conferences to build the company's presence in the Osaka market.

Job Offer

- An attractive compensation package (between 7.8M to 18M OTE).
- Comprehensive training and support to ensure success in the role.
- Potential for career growth within a large and reputable organization.
- Healthy and diverse work-environment,

Even if you don't fully match the requirements, we encourage you to apply if you think that you would be a great fit!

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 tech/software sales.
- Experience managing accounts and building long-term client relationships.
- Excellent communication and presentation skills, with the ability to influence key stakeholders.
- Proficiency in using CRM tools to manage sales pipelines and track progress.
- A results-driven mindset with a passion for achieving and exceeding sales targets.

会社説明

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