

MichaelPage

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

Enterprise Account Executive - Tech

求人ID

1556341

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 1800万円

更新日

2025年08月26日 11:15

応募必要条件**職務経験**

3年以上

キャリアレベル

中途経験者レベル

英語レベル

無し

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 Enterprise Account Executive, you'll manage high-value strategic accounts while identifying and closing new business opportunities with large organizations. You'll lead consultative sales cycles, collaborate cross-functionally, and drive long-term client growth and retention.

Client Details

Our client is an American company with a global presence, providing software solutions designed to help businesses turn data into actionable insights. Their products empower organizations of all sizes to make smarter, faster decisions through advanced data visualization and analytics.

Description

- Manage and grow relationships with large, strategic enterprise accounts to maximize revenue.
- Identify, pursue, and close new business opportunities within target markets.
- Collaborate with internal teams including marketing, product, and customer success to meet client needs.
- Develop and execute account plans focused on long-term client retention and growth.

Job Offer

- Up to 18.5M OTE.
- High level of flexibility (work from home multiple days a week).
- Opportunities for career growth.
- Collaborative work environment.
- Growing company in Japan.

Even if you're not matching all the requirements, we encourage you to apply if you think you could make a difference and support this company!

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 7 years of account management experience in the software industry.
- A great attitude with active listening skills.
- Excellent communication and negotiation skills.
- Experience in creating and executing strategic account plans.
- A results-driven mindset with a focus on delivering value to clients.
- Japanese (English is preferred as well).

会社説明

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