

MichaelPage

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Account Executive - NAGOYA - +17M OTE**Account Executive in Nagoya - +17M OTE****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

1556346

業種

ソフトウェア

雇用形態

正社員

勤務地

愛知県

給与

1100万円 ~ 1700万円

ボーナス

給与：ボーナス込み

更新日

2025年08月26日 11:21

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 Account Manager, you will drive sales growth by managing key client accounts and developing new business opportunities in Nagoya. You'll also become a trusted advisor to your partners and clients, and nurture long-lasting relationships.

Client Details

Our client is a leading cybersecurity company with offices worldwide. They're recognized for their innovative solutions in data protection, backup, and recovery, helping organizations ensure business continuity and safeguard critical information.

Description

- Manage and grow key client relationships within Nagoya.

- Develop and execute sales strategies to achieve and exceed revenue targets.
- Identify and secure new business opportunities.
- Prepare and deliver compelling sales presentations to prospective clients.

Job Offer

- Competitive salary package of up to 17M OTE (60/40 split).
- Hybrid-work style (work from home).
- Collaborative and supportive company culture.
- Opportunity to be involved a different level of the sales cycle.

If you're interested, we encourage you to apply regardless of your background and experience.

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

- Account Executive and/or business development experience in tech sales.
- Proven ability to manage multiple accounts and deliver results in a competitive environment.
- Excellent communication and negotiation skills.
- Japanese, English is a plus but not mandatory.
- Position located in Nagoya.

会社説明

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