

**MichaelPage**

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**Account Manager - Tech - +24M OTE****Account Manager - Tech - +24M 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**

1556356

**部署名**

Account Manager - Tech - +24M OTE

**業種**

ITコンサルティング

**会社の種類**

大手企業 (300名を超える従業員数)

**雇用形態**

正社員

**勤務地**

東京都 23区

**給与**

1000万円 ~ 2500万円

**更新日**

2025年08月26日 13:04

**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**

As an Account Manager, you'll be managing existing key strategic accounts within a specific area to foster strong client relationships and drive continued growth. Your role will involve identifying new opportunities within these accounts and ensuring client satisfaction through tailored solutions.

**Client Details**

Our client is a foreign company with over two decades of experience delivering technology solutions to clients worldwide. With a strong global presence and a commitment to digital transformation, they partner with organizations across industries to drive sustainable growth and operational excellence.

**Description**

- Manage and grow key client accounts, ensuring long-term relationships and high levels of customer satisfaction.
- Act as the main point of contact between the client and internal teams to ensure successful delivery of solutions and services.
- Identify upselling and cross-selling opportunities to maximize account value and support business growth.
- Become a trusted advisor and advocate for your accounts.

#### Job Offer

- Competitive salary package of over 24M OTE.
- Opportunities for professional growth within a large organization.
- Comprehensive benefits package to support work-life balance.
- Occasion to share the future of the company in Japan.

Even if you don't match all of these requirements, we encourage you to apply if you think you'd 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.

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#### スキル・資格

- Over 10 years of account management in the tech industry.
- Proven ability to build and maintain client relationships effectively.
- Excellent communication and negotiation skills to secure positive outcomes.
- Capability to work collaboratively with cross-functional teams.
- Past experience in consulting is a plus but not a requirement.
- Japanese and English.

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#### 会社説明

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