

MichaelPage

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## Account Manager - Tech - +24M OTE

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## 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

1559528

## 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09月25日 10:43

## 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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