

MichaelPage

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Sales - Security Products

Sales - Security Solutions

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

1559544

業種

インターネット・Webサービス

雇用形態

正社員

勤務地

東京都 23区

給与

250万円 ~ 1300万円

更新日

2025年09月25日 14:14

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 a Sales Executive in the Security Solutions industry, you will drive business growth by identifying and securing new opportunities while maintaining strong relationships with clients. This role requires a results-oriented individual with a passion for sales and a deep understanding of client needs.

Client Details

This company operates in the security solutions industry and is dedicated to delivering innovative solutions to its clients. With a focus on excellence, the organisation fosters a collaborative and goal-oriented environment.

Description

- Identify and pursue new business opportunities to expand the client portfolio.
- Develop and implement sales strategies to achieve revenue targets.
- Maintain strong relationships with existing clients and provide exceptional customer service.
- Collaborate with internal teams to ensure client needs are met effectively.
- Prepare and present proposals tailored to client requirements.
- Monitor market trends and competitor activities to identify growth opportunities.
- Negotiate and close sales agreements with prospective clients.

- Maintain accurate records of sales activities and performance metrics.

Job Offer

- A competitive salary ranging from 11,000 JPY to 13,000,000 JPY annually.
- Opportunities for professional growth and development.
- A permanent position within a collaborative and supportive team environment.
- The chance to work in an exciting and rapidly evolving industry.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

スキル・資格

A successful Sales Executive should have:

- A strong background in sales, preferably within the hardware and software security solutions
- Proven ability to identify and convert leads into successful sales outcomes.
- Excellent communication and negotiation skills.
- A client-focused approach with the ability to build lasting relationships.
- Proficiency in using sales software and CRM tools.
- Self-motivation and a results-driven mindset.

会社説明

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