



【1100～1400万円】 Client Executive

臨床開発QC・GCP監査のご経験のある方は歓迎です。

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

非公開

求人ID

1573321

業種

ソフトウェア

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1100万円～1400万円

勤務時間

09:00～18:00

休日・休暇

【有給休暇】有給休暇は入社時から付与されます 有給は入社時から付与されます 【休日】完全週休二日制 土 日 祝日 祝日、年次有...

更新日

2026年02月19日 00:00

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

【求人No NJB2287051】

- Daily outbound calling through established campaigns to prospective customers /prospects
- Consistent accomplishment of booking revenue and profit targets within assigned territory
- Accomplishment of daily weekly quarterly productivity metrics
- Establish and grow relationships with C Level decision makers within customer /prospect organizations. Maintain well

coordinated internal relationships with important decision makers

- Educate prospects on Medidata/Dassault Systemes value proposition and solution portfolio
 - Develop external relationships with Medidata/Dassault Systemes partners
 - Develop and achieve sales plan as it relates to developing a new book of business / newly assigned territory
 - Directly responsible for closing sales transactions with clients and prospects
 - Partner with Market Development Specialists to close mid market lead opportunities
 - Coordinate resources within sales and other departments
 - Maintain and update sales plans account and opportunity data within company systems as directed including Salesforce and My Sales Pipeline.
 - Build customer loyalty provide an excellent experience achieve retention rates
 - Weekly / monthly / quarterly Pipeline forecasting
 - Complete administrative work
 - Schedule and conduct regular face to face client meetings.
 - Ability to support travel to client and internal meetings and conferences.
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スキル・資格

Qualifications:

- Experience balancing multiple sales opportunities
 - Experience establishing communication and engagement with prospects
 - Experience working in a web based environment
 - Business experience following a clear process for outreach using different methods
 - Experience researching and generating leads and technical skills
 - Minimum 5 years of previous tech / software sales experience
 - Demonstrated consistent track record in exceeding sales targets
 - Demonstrated success with process approached selling
 - Application software sales experience
 - Bachelor's degree in the Life Sciences Business or Computer Science preferred or equivalent relevant sales experience
 - Command of Native level Japanese (read/write/speak) with business level English
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会社説明

ご紹介時にご案内いたします