



Account Executive, Network Growth - Japanese Speaker

募集職種

採用企業名

エコバディス

求人ID

1577759

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 700万円

更新日

2026年02月11日 02:18

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

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

- Engage with customers via phone, email, tickets, webinars, meetings and events to accompany them during the onboarding process, solve their queries and increase response rates for the Japanese market and APJ market, and ultimately persuade them to adopt our products.
- Take ownership of your assigned portfolio by identifying high-value customers and using proven sales methodologies to drive engagement.
- Manage, monitor and drive your portfolio to maximize conversion rates
- Be proactive to nurture and build your pipeline, re-engage customers and maximize inflow
- Be autonomous to manage all your tasks efficiently, display commercial awareness to identify proactively business opportunities
- Identify and escalate potential bottlenecks in the evaluation process to ensure timely completion.
- Capture and record internal and customer-sourced insights, then proactively report and contribute as necessary with the Team Leader, Management and other EcoVadis teams (Sales, Customer Success) to bridge gaps that may exist between customer expectations and participation
- Be accountable to drive conversion rates, quality scores and other performance metrics

スキル・資格

- 2 years experience in a customer facing roles, ideally in sales or inside sales preferred: you should be comfortable with proactive outreach
 - **Native level in Japanese and Fluency in English** (Additional language such as Mandarin Chinese or other South-East Asian languages is a strong plus)
 - Understanding the Japanese business culture
 - Passion for excellent customer service
 - Ability to interpret data to identify actions
 - Digital marketing experience is a plus
 - Experience with Salesforce or CRM software preferred
 - Comfortable working in a fast paced, high-growth environment
 - Enthusiasm and motivation to improve customer experience
 - Enjoy teamwork, proactive in suggesting, designing and implementing ideas and improvements
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会社説明