English Speaking Account Manager

募集職種

人材紹介会社
株式会社PROGRE

採用企業名
Deep-tech startup company specializing in geospatial big data wi

求人ID
1578219

業種
インターネット・Webサービス

会社の種類
中小企業 (従業員300名以下)

外国人の割合
外国人 少数

雇用形態
正社員

勤務地
東京都 23区, 千代田区

給与
600万円 ~ 1000万円

勤務時間
フレックスタイム制（標準労働時間8時間/日、コアタイム11:00〜15:00）

休日・休暇
土日祝日、年末年始および会社指定日

更新日
2026年02月17日 15:24

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 (英語使用比率: 75%程度)

日本語レベル
日常会話レベル

最終学歴
高等学校卒

現在のビザ
日本での就労許可が必要です

募集要項

Job Summary

This is a front-line leadership role within the International Domain.

You will be responsible for building strategic relationships and generating new business with overseas governments, international organizations, and state-owned enterprises.

By understanding each country's policy landscape, development stage, and social challenges, you will translate the value of LocationMind's geospatial AI, mobility data, and urban analytics into long-term partnerships and concrete project opportunities.

This role goes beyond closing single deals—you will design account strategies with a multi-phase, long-term growth perspective.

Key Responsibilities

1. Account Development & Opportunity Creation

- Lead lobbying and engagement activities (including budget acquisition support) with Japanese government bodies, international organizations, overseas governments, and enterprises
- Establish new strategic accounts and generate project opportunities
- Design long-term account strategies beyond initial project wins

2. Public Tender & Proposal Management

- Monitor and identify public tenders from international organizations and overseas governments
- Prepare application documents and proposal materials
- Coordinate internally to shape competitive solution proposals

3. Cross-Functional Collaboration

- Work closely with consulting, research, product, and engineering teams
- Align project opportunities with internal capabilities
- Support smooth transition from opportunity creation to project execution

Example Projects

- **International Organization / ODA Projects**
    - Data-driven urban development, infrastructure, and reconstruction support
    - Policy and investment decision-support analytics

- **Overseas Government Projects**
    - Urban planning and transportation policy using mobility and urban data
    - Transition from pilot projects to full-scale implementation

- **Solution Development & Replication**
    - Conceptualizing new solutions based on project achievements
    - Structuring reusable models for multi-country deployment

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スキル・資格

Required Qualifications

- Experience in lobbying activities (including budget acquisition support) and opportunity creation
- Sales experience in data-driven services, IT solutions, or AI solutions
- Account management experience at consulting firms or similar environments
- Foundational knowledge of data science and AI
- Business-level English proficiency (able to communicate fluently in international conferences and negotiations)

Preferred Qualifications

- Experience in solution sales or solution engineering
- Experience working with international organizations, development aid, or public-sector projects
- Experience expanding project outcomes into scalable services or business lines
- Business level Japanese

Ideal Candidate Profile

- Passionate about institutionalizing project outcomes into scalable systems
- Interested in translating advanced technology into real-world impact
- Able to bridge customers, field operations, and engineering teams
- Motivated to build long-term foundations for international business growth

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会社説明