



## 日本市場立ち上げ | Enterprise Account Executive

### 募集職種

#### 人材紹介会社

Expert Executive Recruiters (EER Global)

#### 採用企業名

Expert Executive Recruiters

#### 求人ID

1589908

#### 業種

ソフトウェア

#### 会社の種類

中小企業 (従業員300名以下) - 外資系企業

#### 外国人の割合

外国人 半数

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

2500万円 ~ 3000万円

#### ボーナス

固定給+ボーナス

#### 歩合給

固定給+歩合給

#### 更新日

2026年04月28日 20:55

### 応募必要条件

#### 職務経験

6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: 50%程度)

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒: 準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

A globally established AI and data infrastructure platform is building its Japan presence. Trusted by enterprise clients in eCommerce, Travel, Retail, Financial Services, and AI, the platform enables organisations to access and utilise publicly available web data at scale, responsibly and in alignment with global frameworks including GDPR and CCPA.

With 500+ employees globally and an established APAC team of 20, the infrastructure is in place. What's needed now is an experienced enterprise sales professional to own Japan: building pipeline, closing complex deals, and shaping local go-to-market strategy with genuine visibility and impact.

### What You'll Do

- Drive new business acquisition across enterprise and mid-market accounts in Japan
- Lead end-to-end sales cycles from initial engagement through to contract closure
- Build and maintain a strong pipeline through proactive outbound activity, supported by BDR resources
- Develop and execute a Japan go-to-market strategy in close partnership with the APAC Sales Director and global teams
- Leverage existing industry relationships and develop new connections across target verticals
- Align platform solutions to customer business needs, demonstrating measurable value
- Engage confidently with both business and technical stakeholders across procurement, compliance, and executive levels
- Collaborate with presales and technical teams to support complex deal progression

### Why This Role

- First in-country hire for Japan - high ownership, high visibility, direct access to global leadership
- Backed by an established APAC organisation with BDR support and regional collaboration
- Engagement with cutting-edge AI and data use cases across multiple industries
- A genuinely rare opportunity to build a market, not just work a territory

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### スキル・資格

- 10+ years in enterprise or B2B sales, with a strong track record in complex, high-value sales cycles
- 5+ years selling SaaS, Cloud Software, data infrastructure, or AI-related solutions
- Experience within or selling into AI, eCommerce, Travel, Retail, or data-driven organisation verticals
- Existing network within relevant industries in Japan is a strong advantage
- Comfortable working for an international company where Japan brand recognition is still being established — you sell on value and insight, not name
- Experience in both established organisations and high-growth or start-up environments
- Fluent Japanese and English — able to operate fully in both business environments

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### 会社説明