Senior Account Executive

Work-life balance, friendly environment!

募集職種

採用企業名
株式会社システムズ ゴー

支社・支店
systemsGo

求人ID
1593252

部署名
Sales Department

業種
ITコンサルティング

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, 港区

最寄駅
日比谷線駅

給与
経験考慮の上、応相談

ボーナス
固定給+ボーナス

歩合給
固定給+歩合給

時給
Great work-life balance

勤務時間
Mon-Fri 9am-6pm

休日・休暇
Starts at 13 days/yr paid leave, increases each year until 22/yr

更新日
2026年10月26日 01:00

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: 75%程度)

日本語レベル
ビジネス会話レベル

最終学歴
専門学校卒

現在のビザ
日本での就労許可が必要です

募集要項

Overview
We are seeking a high-performing Senior Account Executive to drive new business growth while managing and expanding key strategic accounts. This role is suited for an experienced IT services sales professional with a strong network in Japan and a proven track record in selling managed services, support contracts, and resource-based engagements.
You will play a critical role in growing our presence across Japan and APAC by identifying opportunities, engaging senior decision-makers, and converting relationships into long-term revenue.

Key Responsibilities
Business Development (70%)

- Identify, develop, and close new business opportunities across Japan and APAC
- Generate leads through your existing network, referrals, and market engagement
- Build relationships with CIOs, CTOs, IT leaders, procurement, and C-level stakeholders
- Position the company as a trusted IT services partner for enterprise clients
- Sell solutions including:
  - Managed IT services
  - IT support contracts (on-site and remote)
  - FTE / resident engineer services
  - IT professional and consulting services
  - Infrastructure and workplace technology projects
- Develop proposals, pricing, and account strategies with internal teams
- Manage the full sales lifecycle from prospecting to contract closure
- Participate in industry events, networking forums, and partner activities

Account Management (25%)

- Manage and grow selected strategic accounts
- Maintain strong relationships to drive retention and satisfaction
- Identify upsell and cross-sell opportunities
- Support contract renewals and long-term account planning
- Collaborate with delivery teams to ensure successful execution

Market & Strategy (5%)

- Monitor market trends, client needs, and competitor activity
  Provide insights to improve sales strategy and positioning

Requirements
Experience

- 5–12 years in B2B sales, business development, or account management within IT services / MSP / SI / consulting
- Strong track record selling recurring services and managed services
- Experience with enterprise clients and complex sales cycles
- Proven ability to meet or exceed revenue targets
- Established professional network in Japan preferred

Knowledge

- Understanding of IT infrastructure, cloud, networking, and managed services
- Familiarity with OPEX/CAPEX, ROI, and recurring revenue models

スキル・資格

Skills

- Strong business development and relationship management skills

- Excellent communication, negotiation, and presentation abilities
- Commercially driven and results-oriented
- Self-motivated and able to work independently
- Strong ownership, problem-solving, and organizational skills
- Collaborative mindset in multicultural environments

Language

- Japanese: Native
- English: Business level

会社説明