



## 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06月08日 00:00

### 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 &amp; 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