

【1200 ~ 2200万円】Channel Account Manager

プラント業界向けソフトウェアベンダーでの募集です。 法人営業（その他）のご経験...

募集職種

人材紹介会社
株式会社ジェイ エイ シー リクルートメント

採用企業名
プラント業界向けソフトウェアベンダー

求人ID
1596070

業種
ソフトウエア

会社の種類
外資系企業

雇用形態
正社員

勤務地
東京都 23区

給与
1200万円 ~ 2000万円

勤務時間
09:00 ~ 17:30

休日・休暇
詳細は求人ご紹介時にご案内いたします。

更新日
2026年10月30日 05:00

応募必要条件

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

【求人No NJB2384956】
▼Key responsibilities

We are looking for a driven Channel Account Manager to ensure double digit revenue growth Software and best channel experience.
This position carries individual sales target and requires a hands on approach to driving sales through channel.
To be successful in this role one should have strong collaborative ways of working strategic thinker to develop channel

business plan and professional execution and managing and recruiting in OT and automation industries.

▼Responsibilities:
The Channel Account Manager role is focused primarily in driving indirect sales. This position will be quota carrying. You will be required to develop business plan for assigned partners present to your reporting manager and execute the plans. Interpersonal skills indirect sales and collaborative sales approach are critical to responding to daily channel centric activities.

You will be responsible for recruiting the right partners with specific expertise and market coverage required by go to market strategy.

Channel account manager is required to go on customer sites to drive and support closing opportunity.
Lead quarterly business review with assigned partners and analyse each partner’s performance.

You will make sure to qualify partners’ opportunities based on the sales methodology forecasts are accurate leads are followed up promotions are executed and customers are satisfied.

Work with cross functional teams（ internal and external ） to ensure timely resolution of the partners escalations and issues involving many different internal teams.
Build and maintain relationships with all key partner contacts and executives and remove obstacles to grow business.
Maintaining partner competence through enablement training and certifications

スキル・資格

【歓迎条件】
PLC、SCADA、HMIのセールス、エンジニア経験
MES、PIシステム等のシステム、SWセールス、エンジニア経験
メール読み書き以上の英語力

会社説明

ご紹介時にご案内いたします