Enterprise Account Executive (Tokyo)

募集職種

人材紹介会社
ハイテックジャパン株式会社

採用企業名
Enterprise Account Executive (Tokyo)

求人ID
1597408

業種
その他 (広告・PR・メディア)

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

給与
1000万円 ~ 2000万円

更新日
2026年11月05日 05:00

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: 25%程度)

日本語レベル
ネイティブレベル

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可が必要です

募集要項

An international technology company is seeking an experienced Enterprise Account Executive to drive new business development and strategic account growth across Japan. This role focuses on building relationships with major enterprise organizations, identifying new opportunities, and managing complex sales cycles with senior decision-makers

Key Responsibilities

- Develop and execute territory and account plans to achieve sales targets.
- Generate new business opportunities through outbound prospecting and relationship building.
- Manage the full sales cycle from lead generation through contract negotiation and close.

- Build relationships with senior stakeholders across Marketing, IT, Product, Procurement, Finance, Legal, and Executive teams.
- Deliver presentations, proposals, and commercial negotiations with enterprise customers.
- Maintain accurate sales activity, pipeline, and forecasting within CRM systems.
- Collaborate with internal teams including Marketing, Pre-Sales, Product, and Customer Success.
- Identify partnership opportunities and support go-to-market initiatives.
- Manage and expand relationships with existing strategic accounts.

What's Offered

- Competitive compensation package with uncapped earning potential.
- Flexible working arrangements.
- Comprehensive healthcare coverage.
- Professional development and training opportunities.
- International working environment with global career growth opportunities.
- Exposure to leading enterprise brands and strategic customers across Japan.

スキル・資格

Requirements

- Proven experience in enterprise B2B sales.
- Demonstrated track record of consistently achieving or exceeding sales quotas.
- Experience managing complex enterprise sales cycles and multiple stakeholders.
- Strong business development and new logo acquisition experience.
- Excellent negotiation and contract management skills.
- Experience with CRM platforms such as Salesforce or similar systems.
- Business-level Japanese and English communication skills.
- Strong presentation and relationship-building abilities.

Preferred Experience

- SaaS, software, digital solutions, technology, media, advertising, creative services, mobile applications, or gaming industries.
- Enterprise account management and territory planning.
- Selling subscription-based or digital products and services.

会社説明