



PR/097189 | Account Executive, APAC

募集職種

人材紹介会社

ジェイエイシーリクルートメントシンガポール

求人ID

1599662

業種

ITコンサルティング

雇用形態

正社員

勤務地

アメリカ合衆国

給与

経験考慮の上、応相談

更新日

2026年06月26日 11:50

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

日本語レベル

無し

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

COMPANY OVERVIEW

Our client is a technology company focused on helping businesses prevent online fraud and financial crime. Using advanced technologies like AI and automation, the company develops trusted identity verification and compliance solutions used by organizations worldwide.

With a growing global presence, they are expanding their team to support increasing demand from clients across a wide range of industries.

Job Summary:

The Account Executive plays a key role in driving business growth by expanding pipeline, revenue and market presence. This role contributes directly to the company's commercial success and supports ongoing expansion into new customers and opportunities.

Job Responsibilities:

- Achieve sales targets including new business and customer acquisition

- Build and manage a strong sales pipeline from prospecting through to closing
- Identify and engage potential customers across various industries
- Develop relationships and understand client needs to position suitable solutions
- Represent the company through networking and events
- Effectively present offerings and value propositions to prospects
- Maintain accurate sales activity records and pipeline tracking
- Collaborate with internal teams to deliver a strong customer experience
- Build long-term client relationships that drive repeat business and referrals

Requirements:

- Proven experience in enterprise sales with a strong track record of meeting or exceeding revenue targets
- Experience selling software or technology solutions to new customers
- Strong communication skills with the ability to clearly articulate value to clients
- Effective prospecting, negotiation and deal-closing abilities
- Experience managing sales pipelines, forecasting and planning
- Familiarity with CRM tools (e.g. Salesforce)

Nice to Have:

- Existing network of enterprise contacts
- Knowledge of identity verification, compliance or related markets
- Understanding of competitive solutions
- Experience handling mid-sized deal values and typical sales cycles
- Exposure to channel or partner sales in relevant technology areas

We regret to inform that only shortlisted candidates will be notified.

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)
#LI-JACSG

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会社説明