



PR/087481 | Account Executive (Full-cycle Sales)

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1602514

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08月25日 00:00

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

ネイティブ

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

POSITION TITLE Account Executive (Full-Cycle Sales)

POSITION SUMMARY

This role focuses on selling SaaS solutions tailored for the manufacturing industry, supporting product adoption, and ensuring smooth communication between stakeholders. Be part of a market entry initiative and contribute to shaping international business strategy while accelerating your career growth.

RESPONSIBILITIES

- Promote and sell SaaS solutions for manufacturing workflows (e.g., drawing management, order management)
- Conduct client meetings, presentations, and product demonstrations

- Provide interpretation during client visits and assist with localized documentation
- Collaborate with internal teams to ensure successful onboarding and customer success
- Prepare proposals and reports

QUALIFICATIONS

- Proven experience in sales, business development, or customer success
- Native-level English fluency
- Strong communication, negotiation, and presentation skills
- Ability to work independently in a fast-paced, startup-like environment
- Valid driver's license
- Applicants must be legally authorized to work in the United States. Visa sponsorship is not available for this position.

LOCATION Chicago, IL

SALARY USD70,000-120,000 OTE

#LI-JACUS #LI-US #countryUS

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会社説明