



SaaS Account Executive

募集職種

人材紹介会社

株式会社 JAC International

採用企業名

Software as a surface

求人ID

1605868

業種

インターネット・Webサービス

会社の種類

外資系企業

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

1500万円 ~ 2500万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2026年08月19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: 25%程度)

日本語レベル

ネイティブ

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

- Create and execute account plans to drive growth and customer success.
- Own customer accounts and ensure a seamless experience across teams.
- Partner with Sales, Solution Engineering, Channel, and Renewals teams to deliver effective account strategies.

- Collaborate with advisory teams to align technical initiatives with business goals.
 - Support customer retention and growth through strong renewal engagement.
 - Build lasting relationships with internal stakeholders, partners, and customers.
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スキル・資格

- 5+ years of enterprise sales and account management experience.
 - Proven success managing strategic customer relationships and achieving sales targets.
 - Skilled in CRM usage, territory planning, and account strategy development.
 - Experience leading cross-functional account teams and driving customer outcomes.
 - Consultative selling approach focused on identifying and solving customer needs.
 - Experience selling SaaS solutions to DevOps and IT stakeholders.
 - Comfortable engaging VP and C-level executives.
 - Experience working with channel partners and hybrid cloud/on-premise environments.
 - Business-level Japanese and English.
 - Collaborative team player with a positive, results-driven mindset.
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会社説明