Account Executive (Enterprise Sales) Global Payment

募集職種

人材紹介会社
ドレイク・インターナショナル株式会社

求人ID
1610061

業種
その他 (金融)

会社の種類
中小企業 (従業員300名以下) - 外資系企業

雇用形態
正社員

勤務地
東京都 23区

給与
800万円 ~ 1400万円

更新日
2026年11月11日 01:00

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
基礎会話レベル

日本語レベル
流暢レベル

最終学歴
大学卒： 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

Join one of Japan’s most successful global fintech companies, a fast-growing payments platform trusted by more than 20,000 merchants worldwide and integrated with leading global commerce and gaming platforms. Built to simplify payments across borders, the company enables businesses to access 65+ payment methods through a single, intuitive platform and is on a mission to make global commerce simpler and more accessible.

As an Account Executive, you will own the full sales cycle from opportunity development through discovery, solution consulting, commercial negotiations, onboarding coordination, and closing. This is a true hunter role focused on winning new business rather than managing existing accounts. You will engage directly with senior decision makers including founders, CEOs, country managers, finance leaders, and executive stakeholders, helping them solve complex payment and growth challenges through a consultative sales approach.

You will work closely with a highly collaborative team that includes BDRs, solution architects, pre-sales specialists, engineers, customer success professionals, operations teams, and merchant onboarding experts. While strong inbound demand, referrals, and lead generation support already exist, the company highly values individuals who can identify new market opportunities, build relationships from scratch, and open strategic enterprise accounts.

The environment is entrepreneurial, international, and highly autonomous. There are no rigid industry territories, giving you the freedom to pursue opportunities wherever your network and expertise are strongest. Successful team members come from enterprise SaaS, financial services, insurance, banking, payments, and other complex solution-selling environments. Direct payments experience is welcomed but not essential; curiosity, commercial drive, and a proven ability to win new business matter more.

The compensation package includes a highly competitive base salary, profit sharing, flexible working arrangements, remote work options, extensive learning support, language training, and a culture designed for long-term success rather than short-term commission chasing.

会社説明