Enterprise Account Executive | Remote Work | 営業担当

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

採用企業名
Global Payments Fintech

求人ID
1610069

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25日 07:00

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

An **award-winning global fintech company** is seeking an **Enterprise Account Executive** to help drive the next stage of growth across Japan. Trusted by more than **20,000 merchants worldwide**, the company has built a powerful payment platform that enables businesses to access more than 65 payment methods through a single integration. Founded in Japan and expanding globally, the business continues to grow across Asia, Europe, and other international markets.

This is a full-cycle sales role for a commercially driven professional who enjoys winning new business, building strategic relationships, and managing complex enterprise opportunities. Rather than simply selling a product, you will work closely with customers to understand their business challenges and design solutions that support revenue growth, international expansion, and customer acquisition.

You will own the entire sales journey from opportunity creation and discovery through proposal development, commercial negotiations, onboarding coordination, and closing. While the company benefits from strong inbound demand, referral channels, and business development support, this role is best suited to someone who enjoys opening new doors, identifying untapped opportunities, and creating value from scratch.

Why Join This Opportunity?

Shape the growth of a global fintech business
You will help companies expand their digital commerce capabilities through a platform that powers payments for merchants across multiple markets and industries. This is an opportunity to contribute directly to the growth of a globally recognised technology business.

Own the full sales cycle
From first conversation to signed contract and beyond, you will have complete ownership of your deals and the ability to influence commercial outcomes at every stage of the customer journey.

Sell to executive-level stakeholders
You will engage with founders, CEOs, country managers, finance leaders, and senior decision makers, helping them solve complex business problems through a consultative sales approach.

High autonomy and entrepreneurial culture
The organisation values initiative and provides significant freedom. There are no strict industry verticals, allowing you to leverage your network and pursue opportunities across sectors including SaaS, retail, gaming, consumer goods, and financial services.

Key Responsibilities

- Manage the complete enterprise sales cycle from prospecting to closing
- Develop new business opportunities and strategic partnerships
- Conduct discovery meetings and identify customer challenges
- Create solution-based proposals and business cases
- Lead commercial negotiations and contract discussions
- Work closely with onboarding, operations, engineering, and customer success teams
- Identify market trends and new revenue opportunities
- Expand relationships with existing customers through consultative engagement
- Contribute to sales process improvement initiatives and strategic projects

Working Environment & Benefits

- Hybrid working environment with remote flexibility
- Flexible working hours with core time structure
- High-trust, collaborative international culture
- Annual salary reviews
- Company profit-sharing program
- Comprehensive social insurance coverage
- Professional development and learning support
- Language learning allowance
- Health check programs and wellness benefits
- Generous leave policies supporting diverse lifestyles

スキル・資格

Skills & Qualifications

Required

- Solid B2B sales experience
- Experience managing enterprise-level sales opportunities
- Proven ownership of full sales cycles from prospecting through closing
- Strong business development and hunting experience
- Ability to engage and influence multiple stakeholders
- Native-level Japanese language skills

Preferred but not mandatory

- Experience in fintech, payments, or financial services
- Enterprise SaaS sales experience
- Background in banking, insurance, securities, or technology industries
- Experience using Salesforce CRM
- Existing network within retail, gaming, consumer goods, or digital commerce sectors
- Experience closing large and strategic enterprise accounts
- Experience working within cross-functional organisations
- Startup or high-growth company experience

What Success Looks Like

- You enjoy opening new business opportunities and developing strategic accounts
- You are naturally curious and take time to understand customer challenges
- You are confident navigating complex stakeholder environments
- You combine strong commercial instincts with a consultative approach
- You thrive in autonomous and entrepreneurial environments
- You are resilient, driven, and focused on delivering results
- You value teamwork and enjoy collaborating across departments
- You are motivated by long-term business impact rather than short-term transactions

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会社説明