Account Executive

募集職種

人材紹介会社
Build Plus株式会社

採用企業名
Global Travel Technology Company

求人ID
1617018

業種
その他 (サービス)

会社の種類
大手企業 (300名を超える従業員数) - 外資系企業

雇用形態
正社員

勤務地
東京都 23区

給与
600万円 ~ 900万円

更新日
2026年10月28日 00:00

応募必要条件

職務経験
1年以上

キャリアレベル
新卒・未経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
ネイティブレベル

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

Account Executive – Global Travel Technology Company

Location: Japan
Experience: 2+ years in Sales
Language: Native Japanese and Business-level English

About the Company

Our client is a leading global travel technology company operating one of the world's largest online travel platforms. The company connects travelers with accommodation providers worldwide and helps partners grow their businesses through technology, data, and digital solutions.

With a strong presence in Japan and an international working environment, the company offers opportunities for career development in the travel and technology industries.

About the Role

We are looking for an Account Executive to manage and grow relationships with business partners in Japan.

The role primarily focuses on account management, partner engagement, and revenue growth, with opportunities to develop new business relationships.

Candidates with experience in both new business development (hunter sales) and account management (farmer sales) are preferred, but those with a strong account management background are also encouraged to apply.

Key Responsibilities

- Manage and develop relationships with existing business partners.
- Identify opportunities to grow accounts, improve performance, and increase revenue.
- Conduct regular business reviews and provide recommendations based on market trends and performance data.
- Negotiate commercial terms, promotions, and partnership opportunities.
- Identify and approach potential new business partners.
- Collaborate with internal teams to support partner success and resolve business challenges.
- Monitor account performance and contribute to sales targets and business growth.

Why Join?

- Work with a well-established global technology company.
- Be part of an international and multicultural working environment.
- Gain exposure to a growing digital industry.
- Develop your sales and account management skills with opportunities for career progression.

スキル・資格

Requirements

- Minimum 2 years of experience in B2B sales, account management, business development, or a related commercial role.
- Native-level Japanese and strong conversational English.
- Strong communication, negotiation, and relationship-management skills.
- Experience managing client relationships and identifying opportunities for account growth.
- Proactive, results-oriented mindset with good problem-solving skills.
- Comfortable working with sales targets, performance data, and multiple accounts.
- Interest in the travel, hospitality, or technology industry.

Nice to Have

- Experience in both new business acquisition (hunter sales) and existing account development (farmer sales).
- Experience in hospitality, travel, e-commerce, or technology.
- Experience managing a portfolio of B2B clients.
- Familiarity with CRM systems and data-driven sales processes.

会社説明