



**ciena** : the network specialist

cloud networking  
SDN  
make [transformation] possible  
accelerated revenue  
cross networks

## Senior Sales Manager/ シニア・セールス・マネージャー

**Delivers innovative network solutions**

### 募集職種

#### 採用企業名

日本シエナコミュニケーションズ株式会社

#### 求人ID

1074896

#### 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

#### 外国人の割合

(ほぼ)全員日本人

#### 勤務形態

正社員

#### 勤務地

東京都 23区, 千代田区

#### 最寄駅

東西線、竹橋駅

#### 給与

1000万円 ~ 1500万円

#### 歩合給

固定給+歩合給

#### 更新日

2021年01月19日 01:00

### 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

ビジネス会話レベル

#### 日本語レベル

ネイティブ

#### 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

We are looking for a highly motivated and talented Sales Leader who displays a strong track-record in reaching objectives, a results-oriented and creative value-builder able to build up revenue with calculated risk-taking and without losing sight of the company's long- term interest.The ability to set and promote superior performance against stretched targets and unwilling to settle for past or current levels of performance.Constantly finds ways to accelerate goal attainment and reduce time-to-market, along with the ability to measure and track key. business results and processes against set targets and against the competition.

The Major Carriers Sales Leader will embody operational and commercial excellence along with excellence in customer leadership.Commit to delivering results on a quarterly and annual basis.Define / assess / fine-tune and implement the sales and go-to-market strategy for Major Carriers sales team.Aggressively pursue growth and

market penetration opportunities by leading the charge from the front, in direct contact with the customer. Lead, support and inspire the sales team.

#### Responsibilities

Meet and/or exceed quarterly and annual financial targets for the customer segment bookings and revenue objectives, and expected to double over the next 2-3 years

Develop and implement short, medium and long-range go-to-market / business plans to drive growth in bookings, revenue and margin

Ensure execution of the customer promise relating to multi-year programs across new geographies in a highly complex environment

- Deliver outstanding levels of customer satisfaction

Lead and manage a best-in-class sales team – acting as a role model, coach and mentor

- As required spearhead sales efforts not only by managing a team but also by closing deals personally

Foster, strengthen and grow the customers interest in our product offering and clearly differentiate it from our competition

Review and manage the performance of the sales team-Develop and implement motivation programs

- Set ambitious and aggressive programs to increase market share from our competitors

Plan, budget and ensure optimum use of resources; administer and monitor use against this set budget

Team would include 3 to 5 direct sales, and a larger indirect team of 3-5 sales engineers and consultants, an operational team of 3-5 and various business partners across commercial, legal functions.

Major influencer on our global product portfolio roadmap requirements, as well as our Japan marketing plans

- Develop and own executive relationships with all Major Carriers in Japan.

#### Commercial skills

Exceptional commercial credentials with demonstrable ability to generate revenue streams, with a strong understanding of what it takes to conduct business successfully in the highly competitive telecom space

- Significant experience interacting and negotiating at C-level
- Ideally a good balance of experience between selling directly and indirectly
- Proven personal experience in establishing revenue growth while concurrently growing market share and gross margin

- Strong inclination to 'serve' customers. Obsession with customer satisfaction

- Communicates internally and externally with a permanent focus on customers' interest

- Acts in a way that focuses on constantly improving customers' experience with the

Ability to make the sales team work in harmony with the entire organization, with the view of achieving consistency

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#### スキル・資格

Excellent communication skills with very strong executive leadership skills with an exceptional reputation for collaboration and extensive experience of managing world class sales teams

An all-round influencer with broad skills and operational experience in order to build virtual teams, strategic direction and program implementation capability

Ability to make effective and timely decisions based on the information available

Ability to perform under pressure – and lead a team in a high-pressure environment

Works with colleagues internally and externally in a collaborative way for mutual benefit

- Transmits his/her energy and enthusiasm to others

- Displays a strong integrity

Remains focused on the most important issues and business priorities, as perceived and as previously defined

- Strong history of success and experience with complex Tier 1 service provider selling and lifecycle management

- University degree with advanced business administration (MBA) or equivalent

- Proven experience and knowledge of KDDI/Softbank/Rakuten/Colt/GCN and its processes

Existing and proven executive relationships with KDDI/Softbank/Rakuten/Colt/GCN.

A motivator, able to transmit her/his passion and drive and make her/his team go the extra mile

Ability to put the right strategy together in order to improve staff satisfaction

Ability to stretch team members outside of their comfort zone, grow their skills and put together personal development plans

Ability to empower employees, giving positive and constructive feedback on a regular basis whilst acknowledging and celebrating team accomplishments

Ability to influence internal and external stakeholders

Ability to share and leverage best practices to improve both customer and internal processes

Proven ability to think outside the box, and deliver value to Ciena beyond the boundaries of the current position

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#### 会社説明

CIENA Corporation delivers innovative network solutions to the world's largest service providers and enterprises, increasing the cost-efficiency of current services while enabling the creation of new carrier-class data services built upon the existing network infrastructure.