



## Account Manager

**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

1161116

#### 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

#### 雇用形態

正社員

#### 勤務地

大阪府, 千代田区

#### 最寄駅

東西線、 竹橋駅

#### 給与

900万円 ~ 1600万円

#### 歩合給

固定給+歩合給

#### 更新日

2021年12月01日 02:00

### 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

#### Your Role

Sales responsibility for NTT West account within Kansai area. Looking for an Account Manager with strong account strategy, customer relationship development and a large system sales background. Highly motivated, strong interpersonal skills, ability to handle many competing priorities within customer accounts.

## Your Responsibilities

- Drive targeted account and regional sales efforts
- Responsible for devising and executing Regional Sales strategy to meet/exceed sales quota
- Responsible for developing and submittal of weekly status/progress and forecast reports
- Responsible for developing the account plan and execute
- Establish a keen understanding of the customer's business model
- Identify and develop customer sales opportunities for new and existing customer base
- Work with extended CIENA team, including executive team, product marketing, product line management, and sales operations to achieve sales and revenue objectives.
- Responsible for direct sales activities requiring product presentations at all levels of Ciena and client organization
- Thorough understanding of the Ciena product line, features and solutions responding to inquiries and requests from Ciena's channels and partners
- Ability to identify customers business objectives and leverage them to drive buying criteria
- Working knowledge of the competitive landscape and the regional business market
- Overall responsibility for the sales and fulfillment process associated with the regional activities
- Performs other duties as requested/assigned.

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## スキル・資格

### Minimum Qualifications

- 4 year degree (Technical or Business) or relevant work experience
- 5+ years system sales, system engineering, product management or combination
- Large scale solution sales experience
- Proven experience negotiating, solutions-based sales with Tier 1 Carriers in Japan. Experience with NTT West is an added plus.

### Preferred Qualifications

- Extensive experience in Sales, Account Management, and Sales Management
- Strong Data Networking background required. Must have in depth knowledge of Layer 2 and Layer 3 technologies.
- Routing and Switching Technology background required.
- Optical Networking Technology background is good to have.
- Strong interpersonal skills.
- Strong presentation skills required.
- Self-starter, capable or 'owning' areas of responsibility and involving senior management for necessary issues.
- Management and leadership skills to drive regional activities to achieve business objectives
- Ability to prioritize, organize and operate in a fast moving, aggressive environment.
- Excellent analytical, collaborative and communications skills.
- Self-motivated, with exceptional discipline to work independently in order to assure success
- Highly motivated. Ability to handle many competing priorities within multiple accounts
- Willingness to travel frequently.

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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.