

Enterprise Account Executive - R&D Digital Transformation (Japan)

[Apply Now](#)

Company: Sales Hunters

Location: Tokyo

Category: healthcare-practitioners-and-technical

Enterprise Account Executive - R&D Digital Transformation Our client powers digital transformation for science. Their technology and deep scientific expertise enable faster discovery and continuous innovation. They solve complex problems for the most innovative and respected organizations across the life sciences, material sciences, chemical, and semiconductor industries. Our client is arguably one of the leaders in scientific digital transformation, this opportunity provides a platform for outstanding success in an enterprise sales role. How You Can Help: Our client is looking for an Enterprise Account Executive with experience selling consultation services, product licenses, and training programs to Japanese customers in their assigned territory. The Enterprise Account Executive will work closely with marketing and customer success to convert leads and grow existing customers. Skills You Will Need: Experience in building and managing an account-based selling initiative. Demonstrated track record of exceeding sales quotas, negotiating, and upselling. Ability to augment complex workflows from customers with their solutions and communicate the change and benefit effectively. Can generate demand if needed to hit and exceed sales quotas. Well-versed in getting meetings with decision-makers, understanding their needs, and running a consultative sales process that wins deals Learns and adapts quickly and is motivated by solving problems Strong attention to detail, highly organized, and always on top of your prospects Bonus Points: Previous experience selling to Materials Science and Chemistry, Life Sciences, Semiconductors, Energy Previous experience selling Digital Transformation Initiatives Demonstrated ability to lead revenue growth in a startup environment. Benefits: Legally required benefits (Houtei-Fukuri Kosei): Workers Accident

Compensation Insurance (Rosai-Hoken) Child Allowance Unemployment Insurance (Koyou-Hoken) Health Insurance (Kenkou-Hoken) Nursing Insurance (Kaigo-Hoken) Welfare Pension Insurance (Kosei-Nenkin-Hoken) Private Insurance Benefits Life Insurance - Asahi Life Personal Accident Insurance - Chubb Long-Term Disability - Capital Other Benefits Paid Annual Leave and New Years Holidays, as outlined in our work rules Commuting Allowance (Koutsu-teate) as specified in your contract Annual Medical Check-up (Kenkou-shindan) Unpaid Special Leave (Keichou-kyuuka) Unpaid Maternity Leave (Shussan-kyuuka) Unpaid Parental Leave (Ikuji-kyuuka) Working from Home (Zaitaku-seido) - our client offers a hybrid 60% remote work option for most roles Bike parking is available and paid for by employees via payroll deduction About our Client Our client is a rapidly growing early-stage startup with a highly efficient and talented team. Success is measured by the ability to solve problems for their customers and support fellow coworkers in doing the same. They value transparency with frequent feedback between peers to ensure they all have the opportunity to grow and evolve together. Our client provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, disability, genetics, gender, sexual orientation, age, marital status, veteran status. In addition to federal law requirements, and complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

5+ years

[Apply Now](#)

Cross References and Citations:

- 1. Enterprise Account Executive - R&D Digital Transformation (Japan) Romejobs Jobs TokyoRomejobs ↗**
- 2. Enterprise Account Executive - R&D Digital Transformation (Japan) Logisticsjobs**

Jobs Tokyo Logisticsjobs ↗

3. Enterprise Account Executive - R&D Digital Transformation (Japan)

Nursejobsnearme Jobs Tokyo Nursejobsnearme ↗

4. Enterprise Account Executive - R&D Digital Transformation (Japan) Searchukjobs

Jobs Tokyo Searchukjobs ↗

5. Enterprise Account Executive - R&D Digital Transformation (Japan)

Canadajobsearch Jobs Tokyo Canadajobsearch ↗

6. Enterprise Account Executive - R&D Digital Transformation (Japan)

CustomerservicejobsJobs Tokyo Customerservicejobs↗

7. Enterprise Account Executive - R&D Digital Transformation (Japan)

Dermatologistjobs Jobs Tokyo Dermatologistjobs ↗

8. Enterprise Account Executive - R&D Digital Transformation (Japan) Laboratoryjobs

Jobs Tokyo Laboratoryjobs↗

9. Enterprise Account Executive - R&D Digital Transformation (Japan) DallasjobsJobs

TokyoDallasjobs↗

10. Enterprise Account Executive - R&D Digital Transformation (Japan)Nightshiftjobs

Jobs Tokyo Nightshiftjobs ↗

11. Enterprise Account Executive - R&D Digital Transformation (Japan)DhakajobsJobs

TokyoDhakajobs↗

12. Enterprise Account Executive - R&D Digital Transformation (Japan)

LondonjobscentralJobs Tokyo Londonjobscentral ↗

13. Enterprise Account Executive - R&D Digital Transformation (Japan)Veterinaryjobs

Jobs Tokyo Veterinaryjobs ↗

14. Enterprise Account Executive - R&D Digital Transformation (Japan)Topfishjobs

Jobs Tokyo Topfishjobs ↗

15. Enterprise Account Executive - R&D Digital Transformation (Japan)Nairobijobs Jobs

TokyoNairobijobs ↗

16. Enterprise Account Executive - R&D Digital Transformation (Japan)

Videographerjobs Jobs Tokyo Videographerjobs ↗

17. Enterprise Account Executive - R&D Digital Transformation (Japan)

ManagementjobsJobs Tokyo Managementjobs↗

18. Enterprise Account Executive - R&D Digital Transformation (Japan)

EnforcementjobsJobs Tokyo Enforcementjobs↗

19. Enterprise account executive - r&d digital transformation (japan) Jobs Tokyo ↗
20. AMP Version of Enterprise account executive - r&d digital transformation (japan) ↗
21. Enterprise account executive - r&d digital transformation (japan) Tokyo Jobs ↗
22. Enterprise account executive - r&d digital transformation (japan) Jobs Tokyo ↗
23. Enterprise account executive - r&d digital transformation (japan) Job Search ↗
24. Enterprise account executive - r&d digital transformation (japan) Search ↗
25. Enterprise account executive - r&d digital transformation (japan) Find Jobs ↗

Source: <https://jp.expertini.com/jobs/job/enterprise-account-executive-r-d-digital-transfo-tokyo-sales-hunters-5824860000/>

Generated on: 2024-05-03 by Expertini.Com