

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

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Company: Sales Hunters

Location: India

Category: other-general

### Job Description

#### 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 Year's 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.

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