



About Nippon Recruitment

Nippon Recruitment specialises in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer, a multinational IT- and Consulting services provider located in Amsterdam, we are looking for a

Client Manager (Amsterdam,1243) IT Services & Consulting, Fulltime, English

Company information

Our customer is one of the largest international IT services providers in Japan. They offer a full portfolio of advanced, end-to-end ICT infrastructure services backed by one of the most extensive IT operations in the world. They also provide IT Consulting Services across the world. Moreover, they meet any kind of needs for worldwide communications through their global network.

Job description

As Client Manager, you will be responsible for new client Acquisition targeting the Netherlands, Hungary, Poland and Czech Republic.

- Responsible for identifying suitable value propositions, partner configurations, cost structures and revenue models for identified target market
- Working closely with client partners, pre-sales members to close sales
- Providing quotations
- Maintaining pipelines of solutions as indicated by the organisation's service level agreements
- Providing clients with accurate services, product solutions, pricing and delivery information
- Co-creating solutions with Line of Business (LoB) buyers
- Participating in negotiation of deals

Job requirements

In order to qualify for this versatile and challenging position, required are at least the following criteria:

- Minimum 3 years of B2B-sales experience in ICT
- Demonstrated work experience in B2B outside lead generation setting
- Experience in sales development and lead generation
- Experience in working with sales tools

Are you interested in this role, with international aspects and a broad field of activity, then please send your CV to Wakana Kaitani (application@nipponrecruitment.com)