Axis Communications, Key Account Manager

2025-02-07 15:30:24

Company name
Axis Communications K.K.

Job description

Job Description

The role of the Key Account Manager (KAM) is to identify new business opportunities within the selected strategic accounts and/or the number of

?Existing Axis Japan partners (Gold / Silver / Authorized?
?Selected partners (SIs/Resellers) with the highly revenue potential in the short to medium term.
?Potential partners, who may reach the earnings requirements of a solutions Gold/Silver partner within the near future (e.g., 12 months).

?Partners who involved in high-value-added and/or highly strategic projects.
?Partners (SIs/Resellers/Others) who have solid sales channels, resources, and good customers.

KAM handles the day-to-day operations of these accounts and acts as a professional interface between each partner account and Axis to provide

Responsibility (KPI)
?Create a clear annual business plan for selected accounts, drive sales activities, and update with regular reviews.
?Formulate and update account plans that form the basis of medium- to long-term growth strategies for major partner accounts
?Establish KPIs based on the annual goals of each account and promote partner enablement through continuous progress management and follow-up.?
?Work closely with partners to develop project pipelines and close projects.
???Manage accurate FCST information and drive project closing with track recording regularly.
???Import and manage daily sales activities, FCST information, and business update information into tools and share with related parties (mainly SFDC)
???Confirm that the partner has the capabilities (portfolio, channels, support structure, etc.) or potential capabilities to sell a total network video solution (including software, cabling, networking, and

???storage). Drive partner enablement to strengthen the sales structure.
???By influencing accounts and providing appropriate information, information exchange and training, we will build an ecosystem of companies around Axis, thereby increasing market traction and ???
???promoting early involvement in new projects.
???Organize solution seminars/workshops in collaboration with partners to promote end-users, provide training opportunities, and generate project pipelines.
???Together with partners, we provide end-users with the opportunity to experience of Axis solutions and drive the generation of project pipelines.
?Lead cross-functional teams to deliver the best results at every point of the sales cycle.
?Create sales reports regularly showing status and progress of key accounts.
?Execution of QBR with selected partners.

Profile (eligibility for this job) Knowledge, Abilities, and Skills
?Bachelor's degree or equivalent, MBA is plus.
?Over 5 years of experience in sales in the IT industry/company
?Excellent knowledge of MS Office (Word, Excel, PowerPoint, Teams and Outlook)
?Native level of Japanese and Business Level English (Reading/Writing and Speaking, e.g. above TOEIC 600) is plus.
?Proven experience in building and managing sales channels and exceeding sales targets.
?Ability to handle multiple tasks at once in a fast-changing market environment and flexible thinking.
?Good presentation skills to effectively communicate complex technical concepts and market opportunities tailored to the characteristics of the audience
?The ability to take ownership of changes in the market environment and technological evolution and continue learning to learn new things
?Partner (SIer, Reseller) Sales Experience and Deep Knowledge of Segments are plus.
?In-depth knowledge of IP, business applications, and other IT infrastructure-related technologies are plus.

Benefits

?Competitive salary and performance-based commission.
?Opportunities for travel abroad.
?Hybrid working (3 days in office, 2 days WFH available), flexibility with start and finish times

?Comprehensive Mental Health and Employee Assistance Program (EAP)

If you are interested in this position, please apply from here.

Email
Yukiko.Maru@axis.com