

Axis Communications, Inside Sales Account Manager

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Company name

Axis Communications K.K.

Job description

Job Description

Based on Axis' CPP(Channel Partner Program), The ISAM is responsible for active Authorized Partners (AP) development in Each Region of Japan.

ISAM is nurturing potential Key Account(KA), and transfer highly potential ones to Next Level, and accelerating the onboarded APs and drive the

ISAM will work very closely with the DAM(Distributor Account Manager), KAM(Key Account Manager) and KAM EC(End Customer) in order to inc

ISAM is also handling the incoming sales calls within a subsidiary, handling the lead queue within CRM/Salesforce and qualifying AP.

In addition to this he/she can handle individual projects (like trainings etc) and act as the CRM/Salesforce representative, training others in the off

Acceleration for letting the onboarded APs available for early proposals and sales activities. Professional co-work with DAM to actively drive and s

?Together with DAM, drive and support CPP's sales team to identify and develop a pool of potential KA for Axis, keep promoting and transfer high potential KA to Next Level.

?Handle Hotline (sales matter) inquiries

?Invite style and onsite demonstration or training to selected AP

?Maintain the potential KA and update them bi-annually

?Territories would be almost everything APs including SSP

?Strengthen and drive the RR business actively approaching the assigned AP and regions and build it into a growth platform for Axis CPP.

?Project engagement, actively approaching the selected AP, identifying needs and provide sales support on timely manner.

?Drive Business Seminar & Academy Fundamental to support the Channel development activities and partner trainings

?Regularly join and participate at Business Seminar, Partner Forum, Academy Fundamental to get in touch with customers, to deliver Axis value to AP, or potential AP.

?Handle incoming sales calls and lead queue within CRM/Salesforce and qualifying AP.

?Act as the CRM/Salesforce champion, informing and training the team about changes and updates of CRM/Salesforce

?Achieve annual targets on nominated account(s) and full responsibilities to complete any related projects

?Act as professional interface between AP and Axis through account visits and meetings

Periodical Business review with nominated partner(s).

and finish times