IAR Systems Japan, Account Executive

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Company name
IAR Systems K.K.

Job description
Account Executive – IAR Systems Japan

IAR Systems is seeking an experienced Account Executive to drive business growth and strengthen customer relationships across Japan. In this role, you will

You will act as a trusted partner to customers, including Project Leads and R&D Managers, helping them identify solutions that support their development need

Location: Tokyo, Japan
Company: IAR Systems

Key Responsibilities

- Manage the full B2B sales cycle and develop long-term customer relationships
- Identify new project opportunities within existing accounts
- Collaborate with internal teams including marketing and Field Application Engineers (FAEs)
- Drive revenue growth and achieve quarterly and annual sales targets
- Maintain accurate sales activity using CRM systems

Qualifications

- Minimum 3+ years of B2B sales experience in Software or SaaS targeting enterprise customers
- Strong communication and relationship-building skills
- Proven track record of achieving or exceeding sales targets
- Strong time management and organizational skills

- Experience using CRM systems

Experience in the embedded systems industry is advantageous but not required. Relevant sectors include robotics, manufacturing, IoT, MedTech, and automo

Preferred Qualifications

- Experience working in an international environment or living abroad
- Demonstrated ability to take initiative and lead projects or teams
- Strategic mindset with the ability to solve complex business challenges

About IAR Systems
IAR delivers world-leading software and services for embedded development, helping companies worldwide create secure, high-quality products. Founded in 1

IAR Systems is part of Qt Group and operates globally with sales and support offices worldwide.

Application
If you would like to apply for this position, please send your CV to: emily.soejima@qt.io

Email
emily.soejima@qt.io