

Come and join an award winning, fast-growing global financial technology company. We offer excellent benefits and opportunities to advance and learn alongside accomplished business and technology leaders.

Job title: Senior Sales Lead - Japan. Senior Company Representative
Department: Sales
Salary: Competitive
Location: Tokyo

Job Description:

Torstone is seeking an experienced senior sales resource to support the growth of the business in Japan. The role will focus on building on the success Torstone have had in Japan since opening the office in 2017. The primary focus of the role will be to identify and drive new business within the desired target market. In addition to this, you will also need to develop a close working relationship with existing customers in Japan, in order to grow the solution footprint within those accounts. As well as driving the growth of the Japan business the senior individual will be the company senior Japan representative. The focus will be growth of the business, but there are some local tasks, oversight, partner engagement as well as marketing duties that will be required. The successful individual will work closely with APJ Head of Development based in Japan and the local services team to support sales engagement. This role will be part of the global sales team, covering the US, Europe and Asia. This role is likely to suit an individual who is self-motivated and wants to take an already successful business to the next level.

The main functions of the role would include:

- Identify and drive new business revenue by building and managing a qualified pipeline of opportunities
- Co-ordinate one-to-one client meetings with brokers, investment banks and other firms in the target market. Manage sales opportunities from first call through to closure
- Coordinating sales activity and engaging with other parts of the company to effectively manage the sales process.
- Increase solution footprint in existing customers
- Coordinate pipeline and sales forecasting activities.
- Work with sales management to develop and execute account plans for target market accounts
- Develop and execute responses to queries from prospects and clients which may take the form of informal requests or more formal RFI/RFP documents
- Facilitate / undertake demonstrations and/or presentations of selected product offerings also working with pre sales to maximize client engagements
- Maintain accurate record of sales activity for all potential and existing clients within the territory using the internal CRM system (SFDC)
- Preparing commercial proposals for internal review and communicating to clients as directed
- Provide input to the generation of marketing materials and planning of marketing activities
- Working closing with our existing partners while also leveraging new partner relationships
- Senior office Leadership both internally and externally

Skills and Aptitude:

- Excellent oral and written communication and organisation skills
- Multi-lingual – Japanese and English

- Dynamic, high energy leader and sales professional with successful financial software sales experience into banks, brokers and other sell-side firms.
- Solid understanding of Back Office processing for the sell-side in Japan
- A capable, articulate, personable and energetic self-starter with strong communication and interpersonal skills.
- Experience of engaging at C-level, with a proven network at that level
- Team player with ability to work successfully within immediate team and the broader technical pre-sales and client support environment
- Driven, “make it happen”, entrepreneurial approach, built upon intellect, integrity, and creativity
- Ability to work the eco-system in an account, engaging at various levels both internally and with connected 3rd parties
- Ability to present and sell technology products in a business context
- Proven ability to negotiate and close enterprise level software license agreements.
- Excellent interpersonal and presentation skills.
- Ability to be independent and work on own initiative.

About Torstone Technology:

Torstone is a leading global provider of cross-asset post-trade securities and derivatives processing technology. We simplify the complexities of the post-trade landscape. Combining many decades of investment banking expertise with in-depth global financial market knowledge, we develop an innovative, secure and scalable solution. Modern, cloud-based fully integrated technology means our customers spend less time on manual processing and maintaining regulatory compliance, and more time with clients. Our aim is to help our customers drive revenue and greater operational efficiency, with reduced risk and better business performance.

We have a strong team of 100 employees and are growing quickly. Our global headquarters is based in London with offices in New York, Toronto, Hong Kong, Singapore, and Tokyo.