

Akira Nakai

+81-80-8822-6786 | akira_nakai@hotmail.com | Kanagawa, Japan

Experienced bilingual sales and customer representative with over 25 years of selling digital transformation products including digital marketing, data management and network infrastructure. Expertise in enterprise sales, channel sales, and customer success with global technology companies and US startups in Japan.

Demonstrated Achievements

- Closed \$1.5m TCV as the largest deal in Japan at DocuSign in 2019.
- Achieved \$2.4m ARR and closed \$1.6m new booking with the Japan's first value engineering team cooperation at Adobe in 2014.
- Led the sales team and established the strong foundation with \$15m ARR in Japan, 10% of global at Limelight Networks in 2012 for 4 years, and personally awarded for the No.1 sales globally as my part of my track record in 2009.

Languages

- Japanese - Native
- English – professional proficiency

Education

- Architecture Design, Hiroshima Institute of Technology

Professional Experiences

ON24 G.K. | Senior Account Executive

April 2022 - Present

As an enterprise sales rep, my responsibility is to close opportunities for the webinar and on-line event platform. Closed a first deal within 3 months since I joined.

Tealium K.K. | Senior Account Executive

March 2021 - March 2022

As an enterprise sales rep, my responsibility was to close opportunities for the advanced customer data platform. Closed a first deal \$100k within 4 months since I joined.

Fast Accounting Inc. | Senior Account Executive

April 2020 - March 2021

As an enterprise sales rep, my responsibility was to close opportunities for the AI based OCR. Achieved JPY21m ARR as my quota.

DocuSign Japan Co., Ltd | Senior Account Executive

January 2018 - March 2020

As an enterprise sales rep, my opportunity was to close opportunities for contract management. I created opportunities by conducting seminars and partner collaboration with an achievement of \$500k ARR.

Self-employed | Founder and Representative Director

January 2017 – October 2017

Opened a Japanese okonomi-yaki restaurant in Akasaka, Tokyo

Adobe Systems Co., Ltd. | Senior Account Executive

October 2012 – March 2016

As an enterprise sales rep, my responsibility was to close opportunities for the digital marketing platforms. An over achievement with \$2.4m ARR, 105% including the first value engineering team corroboration deal in Japan.

Limelight Networks K. K. | Senior Sales Director

November 2007 – September 2012

As a senior sales director, led sales teams for the content delivery network and built \$15m and made 120 customers for 5 years in Japan. Also, I managed the churn rate under 3%.

Broadmedia Corporation | Sales Manager

May 2003 - May 2007

As a sale manager, led 5 sales reps to close new opportunities and up-sell for the content delivery network. I contributed since start-up phase and built JPY160m and built a strong revenue foundation with 54 customers for 5 years.

4D MATRIX, Ltd. | Reginal Manager

October 2001 - October 2002

As a reginal manager, I drove sales, marketing, office management for the payment platform. I created 10 merchants for a year by promotion marketing.

Live Picture Japan, Inc. | Sales Manager

April 1998 – February 2001

As a sales manager, I led 4 sales reps to close opportunities for photo retouch software OEM and Image server software.

Photron Ltd. | Sales representative

April 1992 – March 1998

As a sales rep, my responsibility was to close opportunities for CAD and peripherals. Also contributed for conducting marketing events.