

Job Detail

Entries Level

Position Title	【Sales Development Representative - Entry Sales Role】 Join our Global EdTech Team in Tokyo! New Graduates Welcome to Apply!
Company Name	Crimson Education Japan
Activated / Updated	2025-05-09 / 2025-05-09
Job Type	Sales/AE - Service Industry Sales Consulting - Other Other Job Type - New Graduate & Entry Level
Industry	Education/School
Location	Asia Japan Tokyo
Job Description	<p>Want to revolutionize the future of education and do meaningful work that transforms future generations' lives?</p> <p>The purpose of the Sales Development Representative (SDR) role is to be the first point of contact for incoming leads and potential clients, ensuring a smooth customer experience across a variety of Crimson programs by:</p> <ul style="list-style-type: none"> • Managing, contacting, and qualifying inbound warm/hot leads to Crimson Japan • Providing resources to leads to inform them of opportunities with Crimson • Working as part of a high-performing team to provide the best experience to potential Crimson students <p>The ideal candidate will be able to build rapport easily, be customer-obsessed, and have a growth mindset. This is a full-time position, based in Tokyo.</p>
Company Info	<p>EdTech company Crimson Education was founded in 2013 with the idea that through personalized education, we can transform students into the world leaders of tomorrow. Since then, we have rapidly grown a mission-driven team that is dedicated to building the education system for the 22nd century. Our network includes 2,400 tutors and consultants worldwide who work with over 20,000 students.</p> <p>Our tech platform connects tutors and mentors to high school students aiming to achieve admission and scholarships to top universities in the US, Canada, the UK, and beyond.</p>
Working Hours	<ul style="list-style-type: none"> • 9:00 - 18:00 • Staff are expected to commute to the office five days a week
Qualifications	<p>【What skills and experience are required?】</p> <ul style="list-style-type: none"> • Proficient in Japanese and English - Spoken/Written • Experience in Customer Service, Customer Success • Experience in university admissions (US & UK as priority) will be preferred but not required • Excellent communication skills • Excellent organization skills • Professionalism, Time and Stress Management, Confidence, Positive attitude (patience, empathy), Willingness to learn and go the extra mile • Experience in the Education or professional services (e.g. marketing agency, financial services, management consulting, hospitality, etc.) sector and using CRM (Salesforce) and multiple systems and platforms
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	Depends on experience
	<ul style="list-style-type: none"> • Flexible working environment, you will be empowered to structure how you work • Option to work from our many locations/remotely around the globe (role dependant) with us! • Limitless development and exposure- our internal promotions/role changes

Salary Description	<p>made up 33% of all recruitment last year.</p> <ul style="list-style-type: none"> • \$1,000 NZD training budget per year- we love to level up! • Psychologist on staff • Impressive fireside chats and workshops to help the team continuously level up • Radical Candour is a feedback approach we live by • We're a global player with 28 markets (and growing) across the globe! • Pension and Social Insurance • Commuting/Transportation Allowance
Holiday Description	<ul style="list-style-type: none"> • Five-Day Workweek (Tuesdays, one other day of the week, and national holidays are off) • Summer Holidays • Winter Holidays • Paid Holidays • Congratulatory or Condolence Leave • Child-care Leave
Job Contract Period	Full-time permanent employee
Nearest Station	About a two-minute walk from Asakusabashi Station (Sobu Line and Asakusa Line)