

Job Detail

Manager Level

Position Title	セールスマネージャー
Recruiter Company	Cornerstone Recruitment Japan K.K.
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-07
Job Type	Sales/AE - Service Industry Sales Sales/AE - Other
Industry	
Location	Asia Japan Tokyo
Job Description	<p>[Job Responsibilities]</p> <ul style="list-style-type: none">• Responsible for closing new project contracts• Pursue expansion of the number of subscribers and users and maximization of earnings based on sales activities• Conducting activity management and support for sales members• Attending customer interviews and discussing projects to promote business negotiations• Collaborate with the marketing department and sales training to improve and improve business productivity and lead• Conduct business negotiations on inbound leads and conduct sales activities for Japanese companies in order to acquire new companies• KPI reporting• Liaison with operations, marketing, merchant sales and customer support departments
Company Info	<p>[COMPANY OVERVIEW]</p> <p>International B2B company providing enterprise solutions</p>
Qualifications	<p>[REQUIREMENTS]</p> <ul style="list-style-type: none">• Have a university degree• 3+ years corporate sales manager experience• Ability to analyze data• Over 10 years of direct sales experience in B2B• Industry experience related to e-money, credit cards, prepaid cards, FinTech is a plus• Experience working in a global company or in a dynamic, fast-moving organizational culture and willingness to use English in business
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	Depends on experience