

## 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"><li>• Responsible for closing new project contracts</li><li>• Pursue expansion of the number of subscribers and users and maximization of earnings based on sales activities</li><li>• Conducting activity management and support for sales members</li><li>• Attending customer interviews and discussing projects to promote business negotiations</li><li>• Collaborate with the marketing department and sales training to improve and improve business productivity and lead</li><li>• Conduct business negotiations on inbound leads and conduct sales activities for Japanese companies in order to acquire new companies</li><li>• KPI reporting</li><li>• Liaison with operations, marketing, merchant sales and customer support departments</li></ul>
Company Info	<p>[COMPANY OVERVIEW]</p> <p>International B2B company providing enterprise solutions</p>
Qualifications	<p>[REQUIREMENTS]</p> <ul style="list-style-type: none"><li>• Have a university degree</li><li>• 3+ years corporate sales manager experience</li><li>• Ability to analyze data</li><li>• Over 10 years of direct sales experience in B2B</li><li>• Industry experience related to e-money, credit cards, prepaid cards, FinTech is a plus</li><li>• Experience working in a global company or in a dynamic, fast-moving organizational culture and willingness to use English in business</li></ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	Depends on experience