

## Job Detail

Staff Level

Position Title	[Tokyo] BD corporate sales representative
Recruiter Company	Leverages Career China Co., Ltd
Company Name	Company name is private
Activated / Updated	2024-05-07 / 2024-05-07
Job Type	Sales/AE - IT Sales Sales/AE - Corporate Sales Sales/AE - Customer Success/Client Success
Industry	IT - Other
Location	Asia Japan Tokyo
Job Description	<p>[Business content] You will promote our company's sales and alliances (mainly major companies), mainly with major companies. You will be mainly responsible for expanding sales of our SaaS products (new sales expansion + customer success). XR / Digital Twin / Metaverse, you can be involved in the field that will be the platform in 10 years from the dawn.</p> <p>○ Aptitude for this position</p> <ul style="list-style-type: none"> <li>• I am thinking of starting a business in the future and would like to gain pseudo-entrepreneurship experience in the early phase.</li> <li>• Those who have the mindset and the ability to get things done in a tough environment</li> <li>• Able to actively think, act, and achieve results, instead of waiting for specific instructions</li> <li>• In a cross-cultural environment, based on the premise of different values, it is possible to respect the other party and have flat communication.</li> </ul>
Company Info	<p>■About the company Founded in 2014 by a CEO from Microsoft, our company has expanded to Tokyo, the United States, and Singapore while welcoming talented colleagues. In July 2022, we were selected as one of Fortune magazine's most socially influential startups in China for 2022.</p> <p>We established a corporation in Japan in 2017, and after raising funds, we are planning to expand our business significantly in the future.</p> <p>For those who are interested in keywords such as the democratization of XR, the business use of 5G, and the realization of digital twins, we believe this is a very interesting environment where you can take on advanced challenges.</p>
Working Hours	9:00-18:00
Qualifications	<p>【Prerequisite】</p> <ul style="list-style-type: none"> <li>• Over 2 years of SaaS corporate sales experience (field sales experience)</li> <li>• High-level cold call skills (techniques for approaching light persons from building a temporary persona and creating contact points)</li> <li>• Regardless of gender</li> <li>• Regardless of nationality</li> <li>• Chinese or English proficiency for Japanese: Intermediate level required</li> </ul> <p>[Welcome conditions]</p> <ul style="list-style-type: none"> <li>• Sociable sales experience of saas-related products or sales experience of IT products in general</li> <li>• Those who can speak Japanese</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)

Chinese Level	Business Conversation Level
Salary	JPY - Japanese Yen JPY 5000K - JPY 8000K
Salary Description	<ul style="list-style-type: none"><li>• Complete social insurance</li><li>• Transportation expenses</li><li>• Salary: Annual income 5 million to 8 million yen</li></ul>

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