

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]</p> <p>You will promote our company's sales and alliances (mainly major companies), mainly with major companies.</p> <p>You will be mainly responsible for expanding sales of our SaaS products (new sales expansion + customer success).</p> <p>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"> • I am thinking of starting a business in the future and would like to gain pseudo-entrepreneurship experience in the early phase. • Those who have the mindset and the ability to get things done in a tough environment • Able to actively think, act, and achieve results, instead of waiting for specific instructions • In a cross-cultural environment, based on the premise of different values, it is possible to respect the other party and have flat communication.
Company Info	<p>■About the company</p> <p>Founded in 2014 by a CEO from Microsoft, our company has expanded to Tokyo, the United States, and Singapore while welcoming talented colleagues.</p> <p>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"> • Over 2 years of SaaS corporate sales experience (field sales experience) • High-level cold call skills (techniques for approaching light persons from building a temporary persona and creating contact points) • Regardless of gender • Regardless of nationality • Chinese or English proficiency for Japanese: Intermediate level required <p>[Welcome conditions]</p> <ul style="list-style-type: none"> • Sociable sales experience of saas-related products or sales experience of IT products in general • Those who can speak Japanese
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"> • Complete social insurance • Transportation expenses • Salary: Annual income 5 million to 8 million yen

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