

Job Detail

Manager Level

Position Title	[Inside sales manager/annual salary 8.23~11 million]
Recruiter Company	iHOLON Co.,Ltd
Company Name	Company name is private
Activated / Updated	2024-04-19 / 2024-05-08
Job Type	Sales/AE - Inside Sales Sales/AE - Corporate Sales Sales/AE - Private Sales
Industry	Employment Agency
Location	Asia Japan Tokyo

Job Description	<p>【company overview】 The parent company, which went public in 2015, has increased sales for 23 consecutive years since its establishment. *Currently listed on TSE Prime. Our company was established by spinning off the IT staffing business division. We provide dispatch services for engineers specializing in specialized technology, focusing on development, infrastructure, machine learning, and QA. We are entering a phase of further business expansion, and are aiming for 130% growth every year on a sales basis. Our company's distinctive feature is that we provide training-type dispatch and dispatch of 100% full-time employees. The predecessor of our company was an IT school business, and since we are good at training, we are promoting DX in Japan from the perspective of human resource support as an area where we can contribute. This is a position where you can experience the significance of the role our business plays in addressing the issue of a shortage of IT human resources in Japanese society. We hire over 280 engineers a year and make our customers' lives easier by providing technical support to companies looking for engineers.</p> <p>《Job details》 In order to lead the sales department of the engineer dispatch business, maximize sales by considering inside sales sales strategies and tactics, managing members, developing new customers, and digging up dormant customers. will contribute to. Since we are a newly established organization, we will be working with you to build the foundation of the organization. <Main duties></p> <ul style="list-style-type: none"> • Supervision/management of departments • Building an inside sales organization • Assembling strategies and tactics and implementing PDCA • Member management/development • KPI process management <p>★Points★ In member management, we listen to each member's thoughts, consult with them on a monthly basis, and design goals in order to produce results with the goal of becoming a career hub for IT engineers around the world. There is still room for development as a market, and you can consider various measures to grow further in the future.</p> <p>《About the attractions》 You can experience the dynamism of corporate growth in a position close to management. In the frontline sales organization, there is a track record of promotion from section manager to general manager. It is an attractive environment for those looking to advance their career, as positions are easily available. In particular, since the inside sales department has just been launched, you will gain experience in building new organizations and formulating strategies.</p> <p>★Annual income example★ Manager: 8.5 million yen Manager: 10.5 million yen Business manager level: 12 million yen or more "environment"</p> <p>★Culture close to management★ At our company, managers and above participate in management meetings, creating an environment where employees can raise their own perspectives from an early stage. We also provide training for career advancement in managerial positions, in which the management team is involved. The training themes are effective for stepping up, such as strategic planning in your own department and presentations to management, and we have a unique curriculum. ★Regarding productivity improvement★ We aim to improve the work efficiency of society as a whole using cloud and IT technology and provide spiritual enrichment, and this will not only be provided externally, but will also be reflected in our internal policies.</p>
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	<p>However, it is still pervasive.</p> <p>As a result of each employee's awareness and efforts, we have been able to reduce overtime hours. The average monthly overtime for head office staff is 10 hours. Managers also work on their daily work to ensure that they work no more than 20 hours of overtime per month.</p>
Company Info	<p>summary</p> <p>Since its establishment, the company has been debt-free and has increased sales for 23 consecutive years, and is listed on the Tokyo Stock Exchange Prime Market. We are developing our business as a "Rakuraku partner that supports everyone involved in IT." <Engineer dispatch service></p> <p>We develop human resources specialized in web, infrastructure, machine learning, and QA expertise. We dispatch engineers tailored to customer needs. By making full use of the human resource development know-how from a former IT engineering school, we can systematically and continuously maintain the quality of IT engineers before dispatching them. - Web dispatch engineers (specializing in Java, front-end, and back-end). - Infrastructure dispatch engineer (specializing in Linux, AWS) - Machine learning dispatch engineer (specializing in machine learning algorithms, deep learning) - QA dispatch engineer (specializing in unit/integration test design, load testing, usability testing, test automation))</p> <p><Recruitment service></p> <ul style="list-style-type: none"> Providing recruitment services specializing in IT engineers. We have 835 engineers (employees) working at our company. In particular, we have connections with companies that provide web services, and provide job change support tailored to each individual. By implementing career strategies and interview preparations aimed at IT engineers, we have achieved an increase in job change rates. Main products/services <p>[Engineer dispatch service]</p> <p>Web engineer dispatch</p> <ul style="list-style-type: none"> -Web development centered on Java -Management screen development, API development, batch development -Front-end to back-end development <p>Cloud engineer dispatch</p> <ul style="list-style-type: none"> -Linux server construction, operation, and maintenance -Construction, operation, and maintenance of OSS middleware -Construction, operation, and maintenance of virtual infrastructure and cloud infrastructure <p>Machine learning engineer dispatch</p> <ul style="list-style-type: none"> -Machine learning algorithm construction -Data preprocessing -Feature engineering -Deep Learning (image processing, natural language processing, etc.) <p>QA engineer dispatch</p> <ul style="list-style-type: none"> -Unit/integration test design -Conducting unit/combination/system tests -Load test, usability test -Test automation <p>[Recruitment service]</p> <p>IT engineer specialist recruitment service "RP Agent"</p> <p>100% of the job openings we handle are for IT engineer positions only. In particular, we have connections with companies that provide web services.</p> <p>revenue model</p> <p>Fee business model based on the hourly wage of dispatched personnel</p>
Working Hours	09:00~18:00
Qualifications	<p>Mandatory requirements (Required experience, etc.)</p> <ul style="list-style-type: none"> University graduate or above Experience in inside sales - Experience in inside sales or sales management Person with sales record in the hundreds of millions and experience as a manager ★People with no experience in the industry are also welcome★ <p>Welcome/Nice</p> <ul style="list-style-type: none"> Experience in building strategies and approaches targeting multiple industries - Experience in marketing and nurturing - Those who can manage while thinking about targets and scripts - Those who want to work on each TECH separately and can think of and execute small tactics
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 8000K - JPY 11000K
Salary Description	<p>■Salary increase/promotion/once a year (May) ■Full transportation expenses paid (up to 100,000 yen per month) ■Position allowance (paid to section managers and above)</p> <p>■Holiday work allowance ■Other allowances (single assignment allowance, New Year's allowance, condolence money, etc.)</p>
	<p>[Over 120 days off per year]</p> <p>■Complete 2-day week (Saturday, Sunday, and holidays)</p> <p>■Summer vacation, year-end and New Year holidays</p>

Holiday Description	<p>■Paid vacation (granted from the day of employment according to the month of employment. Can be used in hourly units) ■Prenatal and postnatal leave, childcare/nursing care leave, backup leave</p> <p>■Congratulations and condolence leave (example: 7 days of leave granted at the time of marriage) ■Child care leave (5 days *Given separately from paid time. 10 days if there are two or more children.) ■Sick leave (5 days *Not included with paid time) is granted separately. Can be used if the person or a family member living with them becomes injured or ill) ■Timely shift system/Monthly shift system To promote flexibility in working styles, working hours can be changed in 30-minute increments up to 1 hour before and after work. Can be changed by day/month Example: 8:00-17:00, 8.5:00-17:50, 9:50-18:50, 10:00-19:00</p>
Job Contract Period	<p>• Full-time employee Contract period: No fixed period Yes (6 months)</p> <p>*Employment conditions remain the same during the trial period. Recruitment background</p>
Nearest Station	Shinjuku station