

Job Detail

Staff Level

Position Title	[4 day remote/Inside sales x English] BtoB/SaaS AI automatic translation service sales
Company Name	Yaraku, Inc.
Activated / Updated	2024-02-07 / 2024-02-07
Job Type	Sales/AE - Corporate Sales Sales/AE - Inside Sales Sales/AE - Customer Success/Client Success
Industry	Telecommunications/Information Services
Location	Asia Japan Tokyo
Job Description	<p>[Services handled] AI automatic translation service for corporations "YarakuZen" ■AI learns the saved translations and suggests the most suitable translation according to the user's usage. The more you use it, the better the quality of your translations will be.</p> <p>[Specific job details] ■Approach to customers Approach customers who have made inquiries or applied for free trials. Since you are interested in our services, we would like to introduce our services and make suggestions.</p> <p>■Business negotiations (conducted via phone/web) We listen to the customer's needs such as intended use and private environment. The more you use it, the more you will be able to customize it into a translation tool that is perfect for you. At the same time, we will remove any concerns our customers may have regarding our services, such as security.</p> <p>■Order received (about 1-2 months from counterproposal) The support team will basically take over the follow-up after the service is introduced.</p> <p>[Work points] ★We can propose systems that are in high demand! "YarakuZen" is a system that allows you to learn not only through translation but also through editing. Corporate globalization It is needed by many companies because it can help improve business operations. Sales closing rate is high Maintain standards. You can experience the ease of doing business.</p> <p>★It is also possible to challenge the upper reaches! In the future, I will be able to give instructions to sales staff, such as agency sales and customer success, and work with existing customers. You can also act as the "brain" of sales by proposing run-ups.</p>
Company Info	<p>[Future business development] Based on the know-how in AI research and development cultivated through the AI translation tool "YarakuZen" and the strength of operating the only translation marketplace in the industry and partnering with leading translation companies in Japan and overseas, we have developed AI translation. We aim not only to provide translation services, but also to provide high-quality, low-cost translation services that meet all the translation needs of companies.</p> <p>[Company culture/office atmosphere] ◆ Staff from all over the world◆ Since our founding, we have worked with staff from all over the world. We welcome anyone from the US, Argentina, UK, India, Ukraine, Australia, Taiwan, Gambia, Sweden, Thailand, Brazil, South Africa, etc. who share our mission of making global communication fun, regardless of their country of origin. We are practicing.</p> <p>◆Staff with diverse backgrounds◆ Our staff members come from a variety of backgrounds, including not only their countries of origin, but also mothers and fathers raising children, students studying translation, staff working side jobs, and researchers at other institutions,</p>

	<p>and from various stages of life. We work together and take advantage of each other. Whether you are a staff member with a long career, a staff member with a blank slate, or a staff member with little experience, we enjoy learning from each other and growing while respecting each other's strengths in a flat relationship.</p> <p>◆We value work-life balance◆ In order to be able to spend as much time as possible with family and loved ones, and to ensure that commuting does not limit where you live, we have decided to continue full remote work even after the coronavirus subsides. In addition, we offer a workplace where it is easy for those raising children to balance work and private life, such as adjusting work schedules and taking time to pick up children during working hours, so that they can build their careers while raising children. It has become an environment.</p> <p>[Measures to prevent passive smoking] No smoking indoors (smoking room available)</p>
Working Hours	<p>Flextime system Core time: 10:00-16:00</p>
Qualifications	<p>【Prerequisite】</p> <ul style="list-style-type: none"> • Person who has practical experience in corporate sales (2 years or more) • Business-level English proficiency (not only able to read and write, but also able to participate in meetings in English) <p>[Welcome conditions]</p> <ul style="list-style-type: none"> • Those who want to work at a growing company • Those who have experience working at a startup • People who want to handle services with high needs • Those who want to build a career as a salesperson in the IT industry • People who want to improve their English skills / People who want to make use of their English skills <p>[I'm looking for someone like this!]</p> <ul style="list-style-type: none"> • I like online communication • I quite like writing. • I like quantitative analysis. • Attracted to a life and society with "diversity" • I want to spend my only one life in a fun and challenging way. • I like talking to people who have different ideas and environments than me • Do something new • Excited about going to a new place
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 4000K - JPY 5000K
Salary Description	<p>■Annual income: 4 million to 5 million yen *The above amount includes fixed overtime pay (15 hours, 30,000 yen or more). Any excess amount will be paid separately. *The amount will be determined based on experience and previous salary.</p> <p>■Fixed overtime allowance payment (equivalent to 15 hours per month) ■A one-time remote work lump-sum allowance of 20,000 yen will be provided upon joining the company. ■Remote work allowance available ■Complete social insurance (health insurance, welfare pension, employment insurance, workers' compensation) ■Full transportation allowance (up to 2,000 yen per day) ■Language acquisition support (up to 4,000 yen per month) ■Salary increase available (once a year) ■Bonus available ■Stock option system available</p>
Holiday Description	<p>Five-Day Workweek Winter Holidays Paid Holidays Congratulatory or Condolence Leave Child-care Leave Sick Leave</p>
Job Contract Period	Full-time employment (with trial period: 3 months after starting work)
Nearest Station	<p>5 minutes walk from JR Shinjuku Station New South Exit 5 minutes walk from JR Yoyogi Station East Exit</p>

