

Job Detail

Executive Level

Position Title	[Urgent recruitment] Candidate for Sales Director at a media research company operating in over 50 countries around the world
Recruiter Company	オーキッド・アジア・ストラテジック・コンサルタンシー株式会社/Orkid Asia Strategic Consultancy Pte Ltd
Company Name	Company name is private
Activated / Updated	2024-04-26 / 2024-05-08
Job Type	Sales/AE - Advertising/Media Sales Consulting - Marketing and PR Consulting
Industry	Market Research/Research Institute
Location	Asia Japan Tokyo
Job Description	<p>A media research company that focuses on internet viewership data and operates in over 50 countries around the world is looking for a business director to promote sales activities with Japanese client companies.</p> <p>Our clients are primarily digitally native platform operators in social media, streaming, e-commerce, payments, super apps, and emerging areas.</p> <p>[Role Responsibility]</p> <ul style="list-style-type: none"> - Support a customer-first sales mindset and disciplined sales process to drive sales results. <ul style="list-style-type: none"> • Instill a sales mindset within the organization to achieve quarterly and annual sales targets. • Build a medium- to long-term business development strategy plan and strengthen team members to achieve sales goals. - Serve as the business development lead for the sales team, building and maintaining strong relationships with clients. <ul style="list-style-type: none"> • To become a business partner of the client, actively propose solutions that meet the client's needs. • Activation of account strategy/solution-based sales strategy management • Promote strategic planning for key customers and achieve customer-based sales goals. • Incorporate client feedback into product roadmap - Collaborate with other partners in the industry to achieve win-win results with clients. <ul style="list-style-type: none"> • Promotion of sales process • Continuous pipeline management/sales forecasting • Internal (financial/regional/global) stakeholder management • Achieving goals according to solutions <p>[Rewarding]</p> <ul style="list-style-type: none"> • Be able to contribute to decision-making and problem-solving support for global companies • Update the latest trends in digital marketing and media • You can create new services together with digital platformers • Able to lead sales team and take on big projects
Company Info	<p>[Business content/company features] Providing audience rating data that reveals Internet usage trends, providing solutions for advertising optimization through advertising effectiveness verification services, various commissioned surveys, and marketing consulting.</p> <p>[Established] May 1999</p> <p>[Capital] 100 million yen</p> <p>[Sales] Not disclosed</p> <p>[Number of employees] 25 people</p>
	<p>【Prerequisite】</p> <ul style="list-style-type: none"> • More than 8 years of solution sales experience • Highly skilled business development and customer expansion skills

Qualifications	<ul style="list-style-type: none"> • Over 5 years of experience working with companies with over 1000 employees • Strong network in marketing, digital and media industries • Business English skills (TOEIC750 or above) - written/oral <p>[Conditions for preferential treatment]</p> <ul style="list-style-type: none"> • Use of CRM tools such as Salesforce, LinkedIn Sales Navigator, Salesloft, etc. • Be able to use Google Suite applications (GMail, Google Doc, Google Slides, etc.). • Advanced knowledge and understanding of advertising, marketing, and media industries • Experience in an ad tech company such as an ad network, DSP, or TV, or in a related field. • Basic knowledge and understanding of marketing research <p>[Matching person image]</p> <ul style="list-style-type: none"> • High communication skills <ul style="list-style-type: none"> • Those who have high interpersonal skills and can work cooperatively with others • Able to organize, plan and prioritize <p>- Meticulous person who pays attention to details</p> <p>[Key performance indicators]</p> <ul style="list-style-type: none"> - Evaluate the degree of achievement of revenue against quarterly sales targets. • Building a revenue pipeline and approaching conversion plans <p>Collaboration and partnership with colleagues across the business and region</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 10000K - JPY 16000K
Salary Description	<p>[annual income]</p> <p>Associate director/director: 10-16 million yen (base + incentive)</p> <p>*Decision will be made based on skill and experience.</p> <p>[Treatment/Welfare]</p> <p>Fully equipped with social insurance (employment, workers' compensation, health, welfare pension)</p>