

Job Detail

Senior Level

Position Title	[Inside Sales/Manager] Works at Osaka head office or Tokyo branch. Remote work possible once a week. Foreign nationals welcome. Visa support available.
Recruiter Company	Green Forest Co., Ltd.
Company Name	Company name is private
Activated / Updated	2024-04-29 / 2024-05-08
Job Type	Sales/AE - Inside Sales Sales/AE - Private Sales Sales/AE - Corporate Sales
Industry	
Location	Asia Japan Tokyo Asia Japan Osaka
Job Description	<p>【job description】 We are looking for someone who can accelerate our business expansion as a leader of our inside sales team! You will play an important role in establishing an organizational sales system, from planning and implementing new strategies to team building, including member training.</p> <p>【in particular】 *Achievement management of goals (number of business negotiations created/improvement of order probability) *Establishment of operational strategy/work flow with the aim of maximizing group results *Member management (KPI/process/evaluation/development, etc.) *Development and implementation of target account strategies in collaboration with field sales</p>
Company Info	<p>We are a venture company from Osaka that develops and provides BtoB cloud services with the theme of "communication".</p> <p>Currently, the number of companies using Re:lation, our mainstay business, has exceeded 5,000 and is steadily increasing. However, the adoption rate is still only 0.1% based on a population of 4 million companies. The remaining 99.9% of customers are probably still having trouble dealing with daily inquiries.</p> <p>Communication is essential in all companies. Communication issues continue to arise from company to company, person to person, and time to time. Therefore, "Re:lation" targets all 4 million companies in Japan. Through "Re:lation", we can resolve the issues of inquiries and focus on the work we really want to do. We are seriously aiming to realize such a society.</p> <p>Vision : Make IT Easy IT has made possible what was previously impossible.</p> <p>Connecting people far away, Creating sights you've never seen before, Perform huge tasks in an instant.</p> <p>IT makes the impossible possible. That's why IT has to be people-friendly, easy, and fun.</p> <p>Make IT Easy. We deliver "good things" to the world through IT.</p> <p>Mission: Give form to each person Every person is different. I don't want to be automatically judged to be the same as someone just because I look like them. Similarity doesn't mean sameness.</p>

	<p>That's why it's so important to deal with each person individually. But it's very difficult. It becomes even more difficult as the number of people increases.</p> <p>The more it increases, the more difficult it becomes. "To face each person individually" We achieve this through the power of IT.</p>
Working Hours	9:30-18:30 (1 hour break)
Qualifications	<p>[MUST] Those who have experience corresponding to any of the following</p> <ul style="list-style-type: none"> *Sales experience of intangible products *Experience with overwhelming sales results *Inside sales management experience <p>[Welcome (WANT)]</p> <ul style="list-style-type: none"> *SaaS product sales experience *SFA, MA design and utilization experience *Knowledge of THE MODEL sales process *Experience in planning and executing sales strategies and running the PDCA cycle *Experience in negotiating and building relationships with executives.
English Level	Minimum Communication Level (TOEIC 225-470)
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	JPY - Japanese Yen JPY 5000K - JPY 10000K
Salary Description	Social Insurance Commuting/ Transportation Allowance Education/ Training
Holiday Description	Five-Day Workweek Summer Holidays Winter Holidays Refresh Holidays Paid Holidays Congratulatory or Condolence Leave Child-care Leave Sick Leave