

## Job Detail

Staff Level

Position Title	Inside Sales - IT Solutions Provider - Cloud
Recruiter Company	Michael Page International Japan K.K./マイケル・ページ・インターナショナル・ジャパン株式会社
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Sales/AE - Inside Sales Sales/AE - IT Sales Sales/AE - Corporate Sales
Industry	IT Consulting
Location	Asia Japan Tokyo
Job Description	<p>You will be part of the client service team of a major IT solutions provider, and work closely with a large cloud service provider. Your job is to help them win deals by creating sales presentations and strong proposals for their clients. You will work closely with your team leader, other experts and the client's sales team.</p> <p>Description</p> <ul style="list-style-type: none"> <li>* Team up with sales to find the perfect solutions for our clients. You'll create helpful documents like sales presentations and questionnaires.</li> <li>* Become an expert on our clients' needs</li> <li>* Find the best ways to win deals by identifying key selling points and the value we offer.</li> <li>* Create sales presentations (pitch decks) that are clear, engaging, and tailored to different industries.</li> <li>* Become a master of our cloud solutions and the specific industries we serve.</li> <li>* Stay up-to-date on industry trends across various sectors (e.g., finance, healthcare, manufacturing).</li> <li>* Make sure all our sales materials (presentations, proposals, brochures) are high quality, delivered on time, and follow the client's guidelines (branding, design, language).</li> </ul> <p>Profile</p> <p>Required:</p> <ul style="list-style-type: none"> <li>* A Bachelor's degree</li> <li>* Experience in sales or related roles, preferably focused on cloud security.</li> <li>* Experience in finding solutions and explaining why our products are the best for clients (win themes &amp; value propositions).</li> <li>* Experience creating sales presentations (pitch decks) and helping prepare proposals (bids) for clients.</li> <li>* Strong ability to plan and organize your work.</li> <li>* Strong communication skills in both Japanese and English, written and spoken, and the confidence to present information clearly.</li> </ul> <p>Better to have:</p> <ul style="list-style-type: none"> <li>* Experience in market research, sales, or creating solutions for businesses.</li> <li>* Worked in the technology industry, especially with cloud or software as a service (SaaS) companies.</li> <li>* Can handle pressure and meet deadlines.</li> <li>* Experience working in teams with different people from various departments.</li> </ul> <p>Job Offer</p> <ul style="list-style-type: none"> <li>* Grow &amp; develop fast</li> <li>* This company invests heavily in employee training and development (career progression)</li> <li>* Global presence</li> </ul>

	<ul style="list-style-type: none"> <li>* Good work-life balance</li> <li>* Work for an Industry Leader</li> </ul> <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Keyvan Asghari at +81 3 6832 8996.</p>
Company Info	<ul style="list-style-type: none"> <li>* Tech Experts on a Global Scale: This company is a major player in the IT industry, working with businesses internationally to keep pace with the ever-changing world of technology.</li> <li>* Driving Innovation: They help companies upgrade their existing technology systems, develop cutting-edge solutions, and utilize the latest advancements like Artificial Intelligence (AI) to gain an advantage over their competitors.</li> <li>* Client-Focused Approach: Building strong relationships with their clients is their top priority. They act as trusted advisors, understanding each client's specific needs and delivering tailor-made solutions that boost efficiency, streamline operations, and improve customer experiences.</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 9000K - JPY 10000K