

Job Detail

Staff Level

Position Title	Sales for B2B (AR SDK product)
Recruiter Company	KBI Consulting 合同会社
Company Name	KBI Consulting 合同会社
Activated / Updated	2024-04-29 / 2024-05-08
Job Type	Sales/AE - IT Sales Sales/AE - Public Relations/Partner Sales/Route Sales Sales/AE - Wholesale/Distribution/FMCG Sales
Industry	Software Vendor
Location	Asia Japan Tokyo
Job Description	Job Duties: Grow AR SDK revenue in Japan and achieve the forecast Direct sales approach to acquire new logos of B2B clients for Japan domestic market Pricing proposal for end customers; follow up on use case, feature, business opportunity, contract negotiation with various stakeholders Enable Sler, distributor and reseller to sell AR product and support related marketing activity
Company Info	Introduction of Company: Headquarters in Taiwan, established for 22 years with branch office in USA, Japan, Netherlands and partners in major countries Provide SDK and software solutions cross platforms including Windows, Mac, Linux, Android and iOS 7 executive year to receive No.1 BCN Award of software video category Keep on investing on AI/AR technologies in consumer software and new solution to keep up the trend Release AI based AR SDK in 2018 Release AI/AR Security package software in 2019
Working Hours	Monday - Friday, 9:00am-6:00pm
Qualifications	Job Requirements: Proven new customer acquisition and capability to close deals Preferable over 3 years working experience in B2B Good communication and negotiation skill Flexible to re-prioritize quickly based on company's direction Good at both independent work and teamwork Native level in Japanese
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 6000K - JPY 8500K
Salary Description	Education/ Training Commuting/ Transportation Allowance Social Insurance
Holiday Description	Five-Day Workweek
Job Contract Period	Full-time employee.
Nearest Station	Daimon

