

Job Detail

Staff Level

Position Title	Sales Representative (Saas to Hotel Industry)
Recruiter Company	KBI Consulting 合同会社
Company Name	KBI Consulting 合同会社
Activated / Updated	2024-04-29 / 2024-05-21
Job Type	Consulting - IT System Consulting Sales/AE - IT Sales Sales/AE - Service Industry Sales
Industry	Software Vendor
Location	Asia Japan Tokyo
Job Description	<p>Sales Representative, assisting Sales Manager to serves as the point of contact between a business and its prospects or clients and have a range of responsibilities including identifying and educating prospective customers while supporting existing clients with information and assistance that relates to products and services.</p> <p>WHAT YOU'LL DO</p> <ul style="list-style-type: none">• Present and introducing Saas products (PMS, POS, SPA & Payments) and services using solid arguments to existing and prospective customers• Perform cost-benefit and needs analysis of existing/potential customers to meet their needs• Establish, develop and maintain positive business and customer relationships• Reach out to customer leads through cold calling, online or personal meetings, and coordinate complex decision-making processes to overcome objections capturing new business opportunities• Expedite the resolution of customer problems and complaints to maximize satisfaction• Achieve agreed upon sales targets and outcomes within schedule• Coordinate sales effort with team members and other departments• Analyze the territory/market's potential, track sales and status reports• Present to management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.• Keep abreast of best practices and promotional trends
Company Info	<p>A major software supplier in the hospitality and retail industries. Developing worldwide leading products and technologies, aimed at the international market, and speeding up its globalization progress. Our team of more than 4,000 talented employees, in 70+ subsidiaries worldwide, is constantly adapting to facilitate the transition to fully integrated systems for our clients through a network of secure, scalable, and ready for the future platforms, so clients can focus on their core competencies of serving their customer and guests.</p>
Working Hours	Monday - Friday, 9:00am - 6:00pm
Qualifications	<p>WHAT WE'RE LOOKING FOR</p> <ul style="list-style-type: none">• 5+ years' experience in related field of software/hardware Sales, PMS, POS, Spa & Golf within the hospitality or F&B IT industry• A good Degree in Business or related fields• Negotiation ninja with ability to multi-task and outstanding communication skills• Results-oriented, autonomous and initiative person with a get-it-done attitude• Flexibility and adaptability in a fast-paced environment and strong presentation skills• Deep hotel industry knowledge and very good understanding of Cloud/SaaS business and B2B dynamics• Good verbal and written communications skills in English language is also a plus point• Excellent knowledge of MS Office• Proven track record of matching or exceeding corporate objectives and quotas.• Availability to travel

English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 6000K - JPY 8000K
Salary Description	Social Insurance Commuting/ Transportation Allowance
Job Contract Period	Full-time employee
Nearest Station	JR Ueno

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