

求人情報

スタッフレベル

ポジション名	Inside Sales - IT Solutions Provider - Cloud
この求人情報の取扱い会社	マイケル・ページ・インターナショナル・ジャパン株式会社/Michael Page International Japan K.K.
企業名	会社名非公開
掲載開始・更新	2024-05-02 / 2024-05-02
職 種	営業 - インサイドセールス 営業 - IT・ソフトウェア・通信業界営業 営業 - 法人営業
業 種	ITコンサルティング
勤務地	アジア 日本 東京都
仕事内容	<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.</p> <p>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">* Team up with sales to find the perfect solutions for our clients. You'll create helpful documents like sales presentations and questionnaires.* Become an expert on our clients' needs* Find the best ways to win deals by identifying key selling points and the value we offer.* Create sales presentations (pitch decks) that are clear, engaging, and tailored to different industries.* Become a master of our cloud solutions and the specific industries we serve.* Stay up-to-date on industry trends across various sectors (e.g., finance, healthcare, manufacturing).* Make sure all our sales materials (presentations, proposals, brochures) are high quality, delivered on time, and follow the client's guidelines (branding, design, language). <p>Profile</p> <p>Required:</p> <ul style="list-style-type: none">* A Bachelor's degree* Experience in sales or related roles, preferably focused on cloud security.* Experience in finding solutions and explaining why our products are the best for clients (win themes & value propositions).* Experience creating sales presentations (pitch decks) and helping prepare proposals (bids) for clients.* Strong ability to plan and organize your work.* Strong communication skills in both Japanese and English, written and spoken, and the confidence to present information clearly. <p>Better to have:</p> <ul style="list-style-type: none">* Experience in market research, sales, or creating solutions for businesses.* Worked in the technology industry, especially with cloud or software as a service (SaaS) companies.* Can handle pressure and meet deadlines.* Experience working in teams with different people from various departments. <p>Job Offer</p> <ul style="list-style-type: none">* Grow & develop fast* This company invests heavily in employee training and development (career progression)* Global presence* Good work-life balance* Work for an Industry Leader <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>
企業について(社風など)	<ul style="list-style-type: none">* 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.* 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.* 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.
英語能力	ビジネス会話 (TOEIC 735-860)
日本語能力	ネイティブレベル
年 収	日本・円 900万円 ~ 1000万円