

## Job Information

Job ID:	161403
Job Title:	Junior Sales Representative / ジュニア営業 (B2B)
Recruiter:	Vision Consulting Services K.K.
Division:	Sales / 営業部
Company Type:	International Company
Non-Japanese Ratio:	About half Japanese
Job Type:	Full-time
Location:	Tokyo - 23 Wards
Train Description:	Yamanote Line
Salary:	3.5 million yen - 5 million yen
Salary Commission:	
Date:	February 3rd, 2012 10:41

## General Requirements

Employment Experience:	Over 1 year
Career Level:	Entry Level
English:	Business Level
Japanese:	Fluent
Education:	Bachelor's Degree
Visa Status:	Japanese national or permission to work in Japan required

## Job Description

### About the company

Our client is a privately held European based software company.

Product areas;

- B2B solutions based on search engine technology
- Software as a Service (SaaS)

**ヨーロッパを拠点としたソフトウェア企業からの募集です。**

- **サーチエンジンのテクノロジーを基本としたB2Bソリューション**
- Software as a Service (SaaS)

### Join a Winning Team

Global leader in the field of electronic media monitoring, delivering a cutting edge Software-as-a-Service (SaaS) solution to more than 10,000 thousand corporate clients in more than 20 countries around the world.

To accommodate our growth we are looking for exceptional candidates to start our Tokyo office who are eager to pursue an extremely challenging and rewarding career in one of Europe's fastest growing companies.

グローバルリーダーとして、エレクトロニックメディアモニターリングや最新のSaaSソリューションのデリバリーを20カ国1000万以上のコーポレートクライアントに提供しています。

スタートアップ・オフィス：東京

事業の拡大のため、東京オフィスでの募集を行っております。

大変ですがとてもやりがいのあるポジションに興味のある方のご応募をお待ちしております。

Your ideal qualifications

- ? University degree (any discipline)
- ? Passion for consultative sales and business development
- ? Exceptional communication and interpersonal skills
- ? Entrepreneurial spirit and hunger for success
- ? Track record for meeting goals and deadlines
- ? Natural leadership qualities
- ? International experience (academic or professional)
- ? Ambitious internships or first relevant professional experience
- ? Excellent proficiency in written and spoken English and Japanese
- ?

- 学士号
- セールスとビジネス開発への強い興味
- コミュニケーションスキル
- ゴール達成や時間（締め切り）管理のレコード
- リーダーシップ能力
-

## インターナショナルな経験 (アカデミックorプロフェッショナル)

- インターシップor関連職種での経験
- 英語と日本語でのライティング&スピーキングスキル

What you can expect;

- Business to Business (B2B) Sales, mainly through phone, some face to face meeting with clients will be needed.
- Sales training through the trainee program has a track record of success developing sales managers across five continents and within a multitude of cultures.
- The training program is both intense and rewarding. It not only focuses on teamwork and culture, but also, and most importantly, has a strong emphasis on sales.
- The Trainee Program offers an ambitious career path with plenty of opportunities for personal and professional growth in a young and international environment.
- 主に電話を通じたB2Bセールス、多少のface to faceクライアントミーティング経験
- プログラムを通してのセールストレーニング (チームワーク、カルチャー等も含む)
- 若手の多いグローバルな環境でのトレーニングを通して、パーソナル&プロフェッショナルの成長が図れます

OTHER:

Contact "Marcus" at Vision Consulting Services K.K. for more information about this job opportunity

marcus@visionconsulting.jp

Company Description

Vision Consulting Services K.K.

Human Resource Solutions - Based in Tokyo, Japan, Vision Consulting Services K.K. helps your organization build winning teams. We support foreign capitalized firms with Tokyo based offices. Our range of HR services include Executive Search, Temporary Staffing and Learning & Development programs. We believe in genuine partnerships where the success of our clients is the key to our continued growth.

Vision Executive Search Recruiting Services

Quality People

Let Vision Consulting find the employees that meet your unique staffing needs. We specialize in finding bi-lingual native Japanese and foreign staff with the right skills for your organization. Candidate search, screening, interviews, background checks, learn more. Vision Consulting is a fully licensed Jinzai Shoukai and Jinzai Haken vendor.