



IT Sales Head/営業マネージャー | IT/テクノロジー業界での事業開発経験のある方 ◆ 日本語N2レベル以上必須

## Job Information

### Hiring Company

Nihon Technology Private Limited

### Job ID

1431303

### Industry

IT Consulting

### Company Type

International Company

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards

### Salary

Negotiable, based on experience

### Refreshed

May 14th, 2024 06:00

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Fluent

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

### IT Sales Head/Sales Manager

We are looking for a IT sales manager to take over a mix of existing accounts and new sales. To excel in this role you should be an active listener, have a compelling sales personality, and a hunger to chase and close new sales.

### Job Description & Responsibilities

- Setting sales goals, Managing individual and sales team targets. Work with BU Head
- Creating a sales plan, monitoring and execution.
- Hiring, Training, Managing, Incentivizing Sales Team.
- End to end ownership of Sales strategy (from lead generation to closure of deal).
- Support all pre- and post-sales activities.
- Maintain a prospective pipeline of opportunities. Maintain client relationship.

- Analyze evolving industry trends and competitor's way of client relationship and develop better strategies for relationship management.
  - Generate new accounts, work with BU Heads and key account managers for increase growth of existing accounts.
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## Required Skills

### Must / Desired Skills

- Around 4+years work experience
  - Experience IT Sales and BDM
  - Good Understanding and Experience in IT Software Industry.
  - Should possess excellent negotiation skills, make spontaneous decisions and willing to travel (aware of local demographics)
  - Excellent Interpersonal and Managerial skills.
  - Excellent Verbal and Written English communication.
  - Japanese Native or minimum JLPT N2 level with good Spoken, Read and Writing skills.
  - Excellent working knowledge in MS-office specially to make presentations.
  - Good experience in supporting / preparing sales proposals in Japanese and English.
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## Company Description

We provide IT solutions and globalization services for Japanese companies both within Japan and across the globe. Our team of bilingual engineers and managers deliver complex IT solutions in ERP (SAP), JAVA / MS / Open source platforms for customers across Japan,Europe Japan,Europe,Asia and India geographies.

Further, in recent years we have started delivering services across various industries in emerging technologies such as Blockchain, AI, Analytics, Internet of Things(IoT) gs(IoT) and Robotic Process Automation(RPA) Automation(RPA) as well. Furthermore, from the perspective of human resource development, our Japanese language training department strengthens and enhances the language skill of Bilingual technical professionals. We also function as a human resource consultancy dispatching value added resources to Japan after imparting Japanese skills training and technical skills training. As a part of our learning management services, we offer e-learning and video learning development services, state-of-the-art learning management systems on the cloud to host content.