



AI Consulting Sales

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Hiring Company

Global AI Company

Job ID

1446918

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Shinagawa-ku

Salary

6 million yen ~ 12 million yen

Refreshed

September 5th, 2025 15:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

[JOB RESPONSIBILITIES]

Achievement of target sales through the following activities, development activities for the purpose of obtaining appointments such as list creation and cold calls, acquisition of appointments (lead sources: study sessions, webinars, event follow-up, etc.), business negotiations Response (direct visit or WEB)

- Respond to inquiries from customers
- Smooth intermediation between customers and internal departments
- Various paperwork such as changing CRM business negotiations

[REQUIREMENTS]**Mandatory:**

- 10+ years working experience
- B2B sales experience, especially sales for upper decision makers such as top management and business managers
- Large products (unit price 10 million)
- Those who have a track record that can be quantitatively evaluated such as achieving budgets as a salesperson

Desirable:

- Those who have knowledge of the legal industry
- Those who have IT knowledge
- Those who have knowledge of e-discovery and forensics
- Those who are interested in AI and can utilize AI technology to develop new markets

Company Description

Cornerstone Recruitment Japan is focused on placing bilingual professionals in a wide range of market leading companies.

Focusing across all sectors, we leverage the network of our experienced consultants to provide both clients and candidates with high end service levels and most importantly results.

We are passionate about helping our clients in securing the best talent on the market, by introducing unique profiles who can give them the edge in an increasingly competitive recruitment market.

Established in 2019, in partnership with Cornerstone Global Partners and with investment from Morgan Stanley, Cornerstone Recruitment Japan strives to be the recruitment partner of choice for all Tokyo based clients and candidates.

Our Mission

The Cornerstone. As every building requires a cornerstone, we believe people are the cornerstone of every great company. Our recruitment experts are passionate about bringing together great people with great companies.

Our Business Sectors

- Accounting & Finance
- Financial Services
- Human Resources and Office Professionals
- Industrial
- Information Technology
- Legal & compliance
- Life Science
- Supply Chain & Procurement
- Marketing
- Sales

Our Services

- **Contingency**

Many clients choose to utilize our success based contingent recruitment service. We take the time to fully understand the job brief before presenting a tailored shortlist of 5 to 6 candidates from our expansive existing network. This service comes with no obligation to hire and our clients only pay a fee when the successful candidate joins.

- **Retained**

Our retained service is particularly successful for clients with high profile/critical hiring needs, or niche searches that involve a significant amount of time unearthing candidates from outside our existing network. Clients who choose our retained service benefit from the introduction of exclusive headhunted candidates and top prioritization from the Cornerstone team.

- **Market Entry**

With a wealth of experience in the Japan market, our consultants have successfully helped many clients enter the Japan market. We can help you secure that critical first hire, as well as providing a consultation service, to make sure that your business is well prepared for all the initial hurdles it will face.