



Solutions Sales Manager – Lead DX for Location Technology

Empower DX through Location Intelligence

Job Information

Hiring Company

Navagis, Inc.

Job ID

1476695

Division

Sales

Industry

Software

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

6 million yen ~ 7 million yen

Refreshed

January 14th, 2026 02:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

[About Navagis]

For over 10 years, Navagis has been a global leader in Location Intelligence, providing cutting-edge geospatial software solutions that empower organizations to optimize logistics, boost productivity, and transform decision-making.

Headquartered in San Francisco, Navagis is a Google Cloud Premier Partner, with offices in Japan, Singapore, and the

Philippines.

Our mission is to help clients—from startups and government agencies to global enterprises—solve complex business challenges using Google Maps and Google Cloud technologies.

Our trusted clients and partners include the Ministry of Defense, Google, IBM, Domino's Pizza, and Ralph Lauren, among many others.

We also collaborate with leading enterprises and emerging startups in fields such as FinTech, smart logistics, and urban mobility, driving innovation that transforms business cores worldwide.

[Why Navagis]

- Over 10 years of industry excellence and trusted Google Cloud Premier Partner status
- Fully remote work with a collaborative, global team
- Minimal overtime and no meetings after 3 PM on Fridays
- Open, international environment with a friendly and transparent culture
- Team-building activities such as cherry blossom picnics and BBQs to strengthen connection

[Your Role]

As a Solutions Sales Manager, you will lead solution-driven sales activities, converting leads generated by Inside Sales into successful contracts. You will design go-to-market strategies, build strong client relationships, and provide innovative solutions that drive business efficiency and digital transformation.

[Key Responsibilities]

- Work with leadership to define sales strategies that align with customer business needs
- Collaborate closely with partners to expand opportunities within key industries
- Conduct engaging product demos and high-level presentations
- Identify client challenges and propose tailored location intelligence solutions
- Manage a robust sales pipeline, forecast revenues, and report to management
- Partner with project managers during implementation to ensure smooth communication and delivery
- Establish long-term, trust-based relationships with clients and stakeholders
- Develop best practices and scalable sales processes to accelerate growth

[Working Conditions]

- **Working hours:** 8:00 – 17:00 (1-hour break)
- **Overtime:** Rare / No meetings after 3:00 PM on Fridays
- **Location:** Minato-ku, Tokyo (Aoyama-Itcho-me Station, 1-minute walk)
- **Remote Work:** Fully remote (occasional on-site meetings required)
- **Transfer:** None
- **Offices:** San Francisco HQ, with regional offices in Japan, Singapore, and the Philippines

Required Skills

[Requirements]

- 3+ years of B2B sales experience in technology or software solutions
- Proven success in managing complex sales cycles (6+ months, multiple stakeholders)
- Track record of meeting or exceeding revenue targets
- Native-level Japanese and business-level English (50% English usage)
- Strong communication and presentation skills—able to clearly convey value and concepts
- Proactive, independent, and collaborative mindset

[Preferred Skills]

- Experience using **Google Workspace tools** (Docs, Sheets, etc.)
- Familiarity with **Google Cloud Platform** or mapping technologies

♦ Join Us

At Navagis, you'll be part of a passionate team advancing the frontier of Location Intelligence.

Work with world-class engineers, learn from ex-Google leaders, and help clients see their world in new ways.

Shape the future of digital transformation through geospatial innovation.

Company Description