# **GLBB**Japan

# Corporate Sales (Tokyo/Superflex)

Job Information

# **Hiring Company**

GLBB Japan K.K.

Job ID

1501337

Industry

Communication

**Company Type** 

Small/Medium Company (300 employees or less)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

**Train Description** 

Chiyoda Line, Nogizaka Station

Salary

4.5 million yen ~ 7 million yen

**Work Hours** 

9:00 - 18:00 フルフレックスタイム制 週2日リモートワーク可能

Holidays

完全週休2日制(土・日・祝)

Refreshed

October 17th, 2025 02:00

General Requirements

**Minimum Experience Level** 

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

**Minimum Education Level** 

High-School

Visa Status

Permission to work in Japan required

Job Description

(About GLBB Japan)

World-Class Connectivity for Everyone.

At GLBB Japan, we are driven by our mission: Our Mission:: To Connect. We are committed to delivering optimal communication environments to all people.

Our goal is to create a society where individuals and businesses alike can access information seamlessly and without frustration

Through the provision of high-speed, reliable internet infrastructure,

we support both the comfort of everyday life and the productivity of modern business.

#### [Job Overview]

You will be responsible for proposing internet communication services to overseas corporations, individuals, and apartment management companies based in Japan.

#### **Customer Engagement:**

- · Setting up meetings and conducting needs assessments (no cold calling or aggressive telemarketing)
- Creating proposal materials
- Making proposals (in collaboration with senior staff and engineers)
- · Preparing estimates and invoices
- · Finalizing contracts
- · Following up with existing customers

#### Response to failure:

· Identifying issues and coordinating with customer success teams

# [Desired Candidate Profile]

- · Proactive and engaged in work, rather than passive
- · Highly motivated and positive towards growth
- Willing to adapt to technological advancements and eager to continue learning
- · Customer-first approach in work
- · Aspiring to become a professional network engineer

# [Expected Salary]

4.5 million to 7 million yen

Bonuses: Twice a year (summer and winter)

\*No basic payment in the first year; bonuses are based on company performance and individual achievements.

The salary is a guideline and may vary based on the selection process.

#### [Holidays]

- FY2025 : 128 holidays
- · Year-end and New Year holidays
- Summer vacation (3 days)
- Christmas holiday (December 25)
- Special leave (bereavement, maternity/paternity leave, etc., as specified in company regulations)

#### [Benefits]

- Remote work available (twice a week)
- · Support for childbirth and childcare
- · Bereavement and disaster relief funds
- Access to online training "Smart Boarding"
- Benefit Station membership
- Free use of GLBB's internet services (with regulations)
- Qualification acquisition support (employees who pass specified qualifications or maintain scores will receive a qualification allowance)

# Required Skills

# **Application Requirements**

- At least 3 years of practical experience in corporate sales
- Experience in the IT industry (particularly in networking)
- Experience in the ISP industry
- Individuals looking to transition from engineering to sales

If you meet any of the above criteria, we encourage you to apply.

# **Preferred Qualifications**

- Knowledge of networking-related certifications such as CCNA, CCNP, JNCIA, JNCIS
- Interest and enthusiasm for networking and new technologies