



Team Leader, Marketing Solutions – Japan (Hybrid)

AI を活用したロイヤルティおよび特典プラットフォーム

Job Information

Hiring Company

Pulse Global Limited (Pulse iD)

Job ID

1521214

Industry

Retail

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 12 million yen

Refreshed

July 11th, 2025 11:01

General Requirements

Minimum Experience Level

Over 3 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

About Pulse iD

Pulse iD is a fintech company with a strong Asia Pacific presence and recent expansion into the Middle East and Africa. We deliver next-gen loyalty and engagement solutions using **AI-powered hyper-personalization, gamification**, and a **card-linked offers platform**. Our ecosystem connects Financial Institutions, Telcos, and Merchants, enabling them to create impactful customer engagement solutions and achieve sustained business growth.

About the Role:

Pulse iD is seeking a dynamic and driven **Team Leader** to spearhead our marketing solutions sales efforts in Japan. This

hybrid role combines **direct sales responsibilities** with **team leadership**, making it ideal for a seasoned professional who thrives in a fast-paced, high-growth environment.

The ideal candidate will have a deep understanding of the Japanese market, exceptional sales acumen, and proven leadership skills. You'll be engaging with **cafes, restaurants, retail stores, gyms, and fashion businesses**, offering them tailored marketing solutions that drive business growth.

Key Responsibilities:

1. Team Leadership

- Recruit, hire, and onboard a high-performing local sales team.
- Provide ongoing training, coaching, and mentorship to develop team members' skills.
- Set clear performance goals, track progress, and foster accountability.
- Build and nurture a collaborative, results-driven team culture.
- Act as a bridge between the local team and global leadership to ensure alignment on strategies and objectives.

2. Sales Management & Execution

- Actively prospect, pitch, and close deals with target clients in **cafes, restaurants, retail, gyms, and fashion sectors**.
- Develop and implement data-driven sales strategies to meet and exceed revenue targets.
- Deliver compelling sales presentations and product demonstrations tailored to client needs.
- Negotiate contracts, close deals, and ensure seamless onboarding for new clients.
- Regularly manage and update the sales pipeline using CRM tools to ensure accurate forecasting.

3. Client Relationship Management

- Build and maintain strong, long-term relationships with clients to ensure satisfaction and loyalty.
- Understand clients' business needs and provide tailored marketing solutions that drive measurable results.
- Act as the primary point of contact for client inquiries, resolving issues promptly and professionally.

4. Market Analysis

- Stay up-to-date on industry trends, competitive landscape, and emerging opportunities in Japan.
- Conduct market research to identify potential clients and refine marketing strategies.
- Provide market insights and feedback to global leadership to continuously improve offerings.

Required Skills

What You'll Bring:

Experience & Knowledge

- 3+ years of experience in sales, particularly in marketing solutions or similar industries.
- Strong experience partnering with small businesses across **cafes, restaurants, retail, gyms, fashion, etc.**
- Proven track record of achieving or exceeding targets in Japan.
- Deep understanding of the Japanese market, culture, and business landscape.

Skills & Attributes

- Fluent in **Japanese & English** (written and spoken).
- Exceptional communication, presentation, and negotiation skills.
- Ability to inspire and lead teams to achieve business objectives.
- High level of adaptability and problem-solving skills in a fast-paced environment.

Mindset

- A results-oriented, entrepreneurial spirit with a hands-on approach.
- Passionate about building client relationships and delivering value-driven solutions.

Why Join Us?

- **Impactful Role:** Lead Pulse iD's growth in one of the most dynamic markets globally.
- **Career Development:** Be part of a fast-growing fintech company with ample opportunities for career progression.
- **Competitive Benefits:** Attractive salary, performance-based incentives, and flexible work arrangements.
- **Dynamic Environment:** Work alongside a talented, supportive global team dedicated to innovation and excellence.

Company Description