



Sales Executive - Japan Desk

Multinational IT and investment giant

Job Information

Recruiter

[Hire Pundit Japan Corporation](#)

Hiring Company

Global technology powerhouse at the forefront of digital transfo

Job ID

1533233

Industry

IT Consulting

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

India, Gurgaon

Salary

4 million yen ~ 4.5 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Work Hours

Standard Working Hours

Holidays

Paid leaves | Health and Accidental Insurance

Refreshed

June 27th, 2025 03:00

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

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description**Key Responsibilities:**

- Identify and develop new business opportunities in the Indian market.
 - Build and maintain strong relationships with Japanese clients and partners.
 - Understand customer needs and present suitable IT infrastructure solutions.
 - Collaborate with internal teams (technical, pre-sales, and support) to ensure customer satisfaction.
 - Negotiate contracts and close deals to achieve sales targets.
 - Participate in industry events, trade shows, and networking activities.
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Required Skills**Required Skills & Qualifications:**

- Fluency in Japanese (Native or Business Level) and English is mandatory.
- Bachelor's degree in Business, IT, or a related field (not mandatory).
- 0-5 years of sales experience (IT sales preferred but not required).
- Strong communication, negotiation, and relationship-building skills.
- Ability to understand and convey technical concepts (training will be provided).
- Proactive, self-motivated, and result-oriented mindset.

Preferred Skills:

- Basic knowledge of IT infrastructure (Networking, Cloud, Servers, etc.).
- Experience working with Japanese clients or in a Japanese work environment.

Why Join Us?

- Opportunity to work with a global technology company.
 - Competitive salary and performance-based incentives.
 - Training and career development opportunities.
 - Exposure to international business environments.
 - Paid leaves.
 - Health & Accidental Insurance.
 - Hybrid work (presently).
 - Overseas travel for offsite events.
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Company Description