

# Dragon Recruitment Japan K.K

## 米系Security企業のJapan Regional Sales Director案件

日本支社の立ち上げ案件です

### Job Information

**Recruiter**

Dragon Recruitment Japan K.K

**Job ID**

1534943

**Industry**

Software

**Company Type**

Large Company (more than 300 employees) - International Company

**Non-Japanese Ratio**

(Almost) All Non-Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

13 million yen ~ Negotiable, based on experience

**Refreshed**

February 12th, 2026 01:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Executive

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

Job Purpose: Grow >> revenue in Japan by prospecting, developing pipeline and managing the full sale cycles within new logo accounts and expanding business relationships within existing accounts.

- Hunt for new logo accounts by organizing and executing proactive outreach and managing full sales cycles
- Build out and execute cross-functional strategic account plans for key accounts
- Coordinate with existing SDR teams and channel partners to augment reach, increase demand generation, and drive new business production
- Provide direction to and collaborate with Marketing to build and execute plans and strategies focused on qualified pipeline creation

- Expand relationships within existing accounts, identifying and executing upsell and cross-sell opportunities
  - In collaboration with the Customer Success team drive user engagement with the Team
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#### Company Description