

MichaelPage

www.michaelpage.co.jp

Sales Manager, Global Software Vendor

Sales Manager, Software

Job Information

Recruiter

Michael Page

Job ID

1539362

Industry

Software

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Holidays

Saturday and Sunday

Refreshed

May 13th, 2025 13:24

General Requirements

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

My Client is seeking a dedicated and results-driven Sales Manager to lead our vibrant sales team in the Technology & Telecoms industry based in Minato-ku. The successful candidate will be responsible for driving sales, enhancing customer satisfaction, and managing the sales team.

Client Details

Our client is a large organization in the software industry. They have a strong presence across the globe and are known for their high-quality products and customer-centric approach. They have 20 people in Japan.

Description

- Develop and implement effective sales strategies.
- Build and maintain relationships with key clients.
- Manage existing customer and develop new customers.

Job Offer

- Attractive compensation and benefits package. Salary up to 20M OTE.
- Opportunity to work in a fast-paced and rewarding environment.
- Fully working from home available.
- A supportive and inclusive company culture.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543

Required Skills

A successful Sales Manager should have:

- Account management experience within the software Industry.
- Proficiency in CRM software and Microsoft Office Suite.
- Excellent communication and negotiation skills.
- Strong analytical and decision-making skills.
- Fluent in Japanese language.

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