

MichaelPage

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Sales Development Representative, Software Vendor

SDR, Software Vendor

Job Information

Recruiter

Michael Page

Job ID

1539447

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5.5 million yen ~ 10 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Holidays

Saturday and Sunday

Refreshed

May 14th, 2025 14:29

General Requirements

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

We are seeking a dedicated Sales Development Representative to join our team, who is passionate about Software, and possesses an understanding of sales strategies within this sector.

Client Details

Our client is global software company that operates globally, they have around 10 people in Japan and known for its commitment to quality and innovation. With a global reach, the company is a leader in its field, offering comprehensive solutions to customers all over the world.

Description

- Generate and follow up on leads and convert them into sales opportunities.
- Collaborate with the sales team to develop and implement sales strategies.
- Represent the company at industry events and tradeshow.
- Provide customer feedback to the product development team.
- Ensure all sales activities comply with company policies and legal requirements.

Job Offer

- Attractive compensation and benefits package.
- Good work life balance, fully working from home.

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 Development Representative should have:

- Experience in a sales development representative within the software industry.
- Strong knowledge of sales strategies and techniques.
- Excellent communication and negotiation skills.
- Fluent Japanese and business English.

Company Description

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