

**MichaelPage**

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**Business Development Representative - Tech Company****Business Development Representative****Job Information****Recruiter**[Michael Page](#)**Job ID**

1542139

**Industry**

Software

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

5 million yen ~ 9 million yen

**Refreshed**

May 22nd, 2025 13:34

**General Requirements****Career Level**

Entry Level

**Minimum English Level**

None

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

**Job Description**

Our client is looking for a driven Business Development Representative (BDR) to join their sales team in Japan. In this role, you will handle the full sales cycle, from qualifying leads to closing deals, while building strong relationships with clients and driving growth in the Japanese market.

**Client Details**

The company is an international cybersecurity company specializing in web and data security. They work with clients and partners across various industries, offering innovative and expert security solutions to protect against evolving cyber threats.

**Description**

- Qualify leads and identify potential clients to drive business growth.
- Drive the full sales cycle, from lead generation to closing deals, in collaboration with the presales team.
- Become a trusted advisor to clients by offering tailored solutions that meet their specific needs.
- Attending in-person events such as fairs, seminars, etc.

**Job Offer**

- Up to 9M OTE with a 60/40 commission split.
- A dynamic work environment offering opportunities to grow, learn, and thrive.
- A collaborative and inclusive company culture.
- A hybrid work style with flexible hours to promote work-life balance.

We invite all candidates interested in the technology industry, more precisely cybersecurity, to apply!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Marc Breynart at +81 3 6627 6088.

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## Required Skills

Our client is open to candidates who may not have past experience in cybersecurity but possess the right mindset and attitude to succeed in the industry.

- Prior experience in software sales.
  - Excellent communication and presentation skills.
  - Ability to work well in a team and adapt to changing environments.
  - Fluent in Japanese (NO ENGLISH NEEDED).
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## Company Description

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