

**MichaelPage**

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## Renewal Sales Representative - Full Remote - Tech

### Renewal Sales Representative - Remote

#### Job Information

**Recruiter**

Michael Page

**Job ID**

1543605

**Industry**

Software

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

8 million yen ~ 10 million yen

**Refreshed**

June 4th, 2025 16:01

#### General Requirements

**Career Level**

Entry Level

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

#### Job Description

The Renewal Sales Representative will manage contract renewals, drive customer retention, and identify opportunities for upscaling and cross-selling to increase revenue. Their efforts will directly impact customer loyalty and overall business performance.

#### Client Details

Our client is a recognized leader in delivering innovative solutions that help organizations protect, manage, and recover their critical digital data efficiently. Their technology ensures business continuity and minimizes downtime through advanced backup and recovery capabilities.

#### Description

- Manage and secure timely contract renewals to maintain ongoing client relationships.
- Identify and pursue upscaling and cross-selling opportunities within existing accounts.
- Collaborate with internal teams to address customer needs and ensure satisfaction.
- Track metrics and provide regular reports to support revenue growth strategies.

#### Job Offer

- Competitive compensation package with up to 9M OTE.
- Fully remote position offering flexibility and work-life balance.
- Opportunity to work for a market leader known for innovative solutions.
- Strong support network from both local offices and headquarters.

Even if you don't meet all the requirements, we encourage you to apply if you're motivated to learn and grow in a dynamic environment.

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

- Past experience in technology sales (hardware, software, CRM, etc).
  - Demonstrates strong relationship-building and communication skills.
  - Proficiency in CRM tools and an ability to analyze customer data effectively.
  - Excellent communication and problem-solving skills to address customer needs proactively.
  - Fluency in Japanese, Business English.
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### Company Description

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