



[Learning Platform] USA Inside Sales(10143)

英語力 活かせます

Job Information

Recruiter

United World Inc

Job ID

1544900

Industry

IT Consulting

Company Type

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

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

4 million yen ~ 8 million yen

Work Hours

9:00~18:00

Holidays

完全週休2日(土・日)、祝祭日

Refreshed

July 29th, 2025 03:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Native (Amount Used: English usage about 75%)

Minimum Japanese Level

Basic

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This position is available only for people residing in Japan.

[Company Profile]

They are an AI-powered performance learning company that enables businesses worldwide to better support their employees' development. Since 2014, they have empowered over 100 million users on their performance learning platform. By using AI-powered tools and learning science, the company helps leading companies globally (including the US) enhance employee performance and drive revenue growth.

Featured in the company's product suite is their AI Literacy Course, aimed at helping employees effectively apply LLMs in their daily work to boost their productivity and work experience. By mastering new skills, employees are able to unlock the full potential of AI, making work more meaningful and rewarding.

When you join their growing, diverse team in Tokyo, you'll help shape the future of workplace learning, ensuring every individual gains the skills and tools to excel in today's rapidly evolving landscape. Be part of a culture that values innovation, collaboration, and continuous learning, and see the impact of your work on professionals around the world.

[Attractive points of company/work]

This service is used by over 1 million companies around the world.

Unleash your full potential as a member of the best team of ambitious and energetic people.

They are a flat organization with no hierarchy or detailed positions, so your results are fairly evaluated and reflected in your compensation and career.

[job description]

You will primarily be responsible for developing new customers and proposing services remotely, targeting the United States. Specifically, you will handle:

- Acquisition of new contracts: Approaching potential customers via phone, email, and online meetings.
- Needs analysis & solution proposals: Listening to each company's learning challenges and offering our AI-focused courses and AI-powered learning products.
- Lead nurturing: Collaborating with Marketing and SDR teams to leverage marketing-qualified leads and shorten the sales cycle.
- Account follow-up: Assisting with upsells and renewals for existing customers, as needed.
- Cross-functional collaboration: Working closely with product and marketing teams in a fast-paced startup environment

Transaction record

They primarily provide services to enterprise companies in the pharmaceutical, financial, manufacturing, retail, and educational services industries. They are now expanding focus on AI-driven learning solutions, including AI Literacy courses and other innovative offerings.

Required Skills

[Requirements]

- B2B Sales Experience: 2+ years of selling intangible corporate services (SaaS or software solutions preferred).
- Inside Sales Expertise: Demonstrated success in generating and closing opportunities remotely (phone, email, video) using a consultative approach.
- Familiarity with Sales Tools: Competency in using a CRM like Salesforce, and willingness to learn/use tools like Outreach.io and LinkedIn Sales Navigator.
- Collaboration Mindset: Willingness to work closely with SDRs, marketing, and product teams to refine outreach and support deal progression.
- English ability: Native-level or equivalent proficiency (targeting U.S.-based clients).

[Preferred requirements]

- SaaS background: Experience selling software, learning platforms, or AI-powered solutions.
- Lead Generation: Proven track record in leveraging inbound leads, reactivating past/lost leads, and exploring outbound channels.
- Presentation Skills: Strong capabilities to demo products, present solutions, and tailor pitches for diverse industries.
- Flexible Experience Level: those with slightly more or less experience who meet the skill requirements are also encouraged to apply.
- Japanese ability: Conversational-level proficiency.

Conditions]

Employment Type: Permanent

Trial period: 4 months

Estimated annual income: ¥4M~(annual salary system, incentives not included)

*Includes 30 hours worth of fixed overtime pay.

*Payment amount can be increased according to results through evaluation interview once

every 3 months

Work location: Tokyo

Working hours: 9:00-18:00

Holidays: 2 days a week (Saturdays and Sundays), national holidays

Vacation: Summer vacation, year-end and New Year holidays, and other vacations available

Overtime: Average month 40 hours

Benefits: Complete social insurance, commuting allowance (according to company regulations), and other benefits

Number of applicants: 1~2

Documents required for application: resume, resume of work

Online interview: Available

Interview language: Japanese or English

Number of interviews (flow): 3 - 4 times

Application for overseas residents: Unavailable

* May change depending on the situation of the candidate

Company Description