



## [Learning Platform] USA Partner Sales(13009)

英語力 活かせます

### Job Information

**Recruiter**

United World Inc

**Job ID**

1544902

**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**

June 17th, 2025 13:40

### 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 be primarily responsible for establishing and nurturing reseller/referral partnerships to grow revenue for the company's AI Literacy Course and other AI-powered solutions. Specifically, you will handle:

- Partner Outreach & Acquisition: Identifying potential resellers/referral partners, initiating contact, and presenting the value of the company's AI solutions.
- Relationship Management: Coordinating the onboarding new partners and providing them with the necessary materials, training, and support to effectively promote offerings.
- Revenue Generation: Meeting or exceeding partnership-based revenue targets; collaborating with internal teams to track partner sales performance and forecast future growth.
- Cross-functional Collaboration: Working closely with sales, marketing, and product teams in a startup environment to align strategies and ensure partner success.
- Additional Sales Support: Assisting with direct sales activities as needed, particularly during high-demand periods or special projects.

## 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

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## Company Description