Sales Manager - BFSI

Job Information

Hiring Company
Nucleus Software

Subsidiary
Nucleus Software KK

Job ID
1545125

Industry
Other (Banking and Financial Services)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Chiyoda-ku

Salary
12 million yen ~ 15 million yen

Refreshed
October 27th, 2026 02:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

About Nucleus:

Nucleus Software has been providing Products and Services to various Global and Regional Financial institutions, from past 36 years.
As a pioneer IT Service provider, Nucleus carry deep banking domain expertise and experience on latest technological trends.
Nucleus's developed platforms powers the operations of more than 200 financial institutions in 50 countries, supporting multiple
business vertical's, accessible through Mobile and internet channels. Their platform supports retail banking, corporate banking, cash
management, internet banking, automotive finance & other business areas.

Our software powers the operations of more than 200 Financial Institutions in over 50 countries, supporting retail lending, corporate
banking, cash management, mobile and internet banking, automotive finance, and other business areas.

▪ 38 years of focused expertise in banking and financial services,
▪ Entrusted by Global and Regional banks as a preferred partner for bank's Traditional to Transformative journey
▪ Driving large Digitalization programs for various banks using Data Science, Cloud, AI/ML, DevOps, RPA based solutions.
▪ An organization with "Employee First" outlook
▪ 100% referenceable Services customers with perfect or close to perfect C-SAT scores
▪ Recognized as "Great Place to Work "by a global research organization

Job Description:
The Sales Manager for Japan will lead the sales efforts for our flagship product, FinnOne NEO, within the region. This role requires a dynamic and strategic leader with extensive experience in the BFSI sector, particularly in lending domain, to drive revenue growth, build strong client relationships, and oversee the execution of sales strategies in the Japanese market.

Key Responsibilities:
1. Strategic Sales Planning:
- Develop and implement a comprehensive sales strategy for the lending business in Japan.
- Align sales strategies with overall business objectives and market trends to achieve revenue targets and growth.
2. Market and Competitive Analysis:
- Conduct in-depth market research to understand customer needs, market dynamics, and competitive landscape.
- Identify and evaluate new business opportunities, partnerships, and market segments.
3. Client Relationship Management:
- Build and maintain strong, long-lasting client relationships with key stakeholders in the banking and financial services industry.
4. Sales Leadership:
- Lead, mentor, and motivate the existing onsite team.
- Set clear performance expectations, provide regular feedback, and foster a collaborative and results-driven sales culture, with-in
all P&Ls of the Organisation.
5. Revenue Growth:
- Drive the sales pipeline and manage the end-to-end sales process from lead generation to closing deals.
- Achieve and exceed sales targets and key performance indicators (KPIs).
6. Product Development Collaboration:
- Work closely with product development teams to provide market feedback and insights for new product offerings.
- Ensure that the lending products and services meet the evolving needs of the market.
7. Regulatory Compliance:
- Stay updated with local regulatory requirements and ensure all sales activities comply with industry regulations.
- Collaborate with compliance and legal teams to mitigate risks and address regulatory changes.
8. Reporting and Analysis:
- Prepare regular sales reports, forecasts, and performance analysis for senior management.
- Utilize data-driven insights to refine sales strategies and improve performance.

Required Skills

Education: Bachelor's degree in Business, Finance, Economics, or a related field. An MBA or equivalent advanced degree is
preferred.
Experience:
- Minimum of 10 years of sales experience in the BFSI sector, with a strong focus on the lending business.
- Proven track record of achieving sales targets and driving business growth in Japan.
- Extensive network and relationships within the banking and financial services industry in Japan.
Skills:
- Strong strategic thinking and business acumen.
- Excellent leadership and team management skills.
- Superior communication, negotiation, and presentation skills.
- Ability to work in a fast-paced, dynamic environment and manage multiple priorities.
- Fluency in Japanese and English is mandatory.
Personal Attributes:
- Results-oriented with a strong drive for success.
- High level of integrity and professionalism.
- Adaptability and resilience in the face of challenges.
- Customer-centric mindset with a focus on delivering exceptional service

Company Description