

[Sales CRM] Overseas Sales (Thailand)

Job Information

Recruiter
United World Inc

Job ID
1546241

Industry
Software

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ 12 million yen

Refreshed
October 31st, 2026 10:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Other Language
Thai - Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

BLUEPRINT Founders has previously founded Archi Village Inc. and Fact Base Inc., and has helped several startups make money, growing the group to over 100 people.

In the process, the group has implemented a variety of CRMs and conducted sales activities, but all of them ended up lowering sales efficiency and were counterproductive, so they decided to develop an in-house solution and founded Translead Inc.
The group aims to create systems for efficiently selling products and services and to bring efficient corporate management back to small and medium-sized Japanese companies, transforming their client companies and ultimately fulfilling their mission of "leading corporate transformation."

*This position is available only for people residing in Japan

・Establishment of sales functions and sales organizations at overseas bases
・Development of customers in overseas building materials industry
・Development of new customers

・Proposal of our company's products to management
・Follow-up and relationship building with existing customers
・Marketing activities (exhibitions, SNS management, etc.)
・Product feedback to the development department

*We are assuming overseas sales to Singapore or Malaysia.
*We expect overseas business trips to be about once every two weeks, but this may change
*At this stage, we have no plans to be stationed overseas

1. Sales activities for our own SaaS product "Translead CRM"
We will develop new sales for our own CRM product and aim to win contracts. We will deeply understand the structure and customer challenges of all industries and provide optimal solutions.
2. Relationship building
We will build relationships of trust with customer decision makers and stakeholders and form long-term partnerships.
3. Solution proposals and presentations
We will propose DX solutions in an easy-to-understand and effective manner based on the client's needs. We will create customized proposal materials as necessary and conduct presentations.
4. Project collaboration
As the project progresses after receiving an order, we will work with the technical team to support smooth implementation.
▼Career advancement examples

- Depending on your results, you can be promoted quickly.

- You will start as a sales member and will be required to catch up on our business and culture.

- Because the company was established by someone from Keyence, we offer a merit-based evaluation system, salary increases/promotions, and stock option systems, so even those with no experience in SaaS sales can increase their annual income and position.

Required Skills

[Required Qualifications]
Native-level proficiency in Thai
Business-level proficiency in Japanese
At least 2 years of B2B (business-to-business) experience
Experience in new business development / sales
Basic IT knowledge

[Preferred Qualifications]
Experience negotiating with enterprise clients
Sales experience with SaaS products
Experience using CRM tools

Company Description