



## Operation Specialist (Channel Sales)

### Job Information

**Hiring Company**

[Unity Technologies Japan K.K.](#)

**Subsidiary**

Unity Technologies

**Job ID**

1546589

**Industry**

Software

**Company Type**

Large Company (more than 300 employees) - International Company

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Contract

**Location**

Tokyo - 23 Wards, Chuo-ku

**Train Description**

Ginza Line, Ginza Station

**Salary**

6 million yen ~ 9 million yen

**Refreshed**

July 30th, 2025 10:00

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level (Amount Used: English usage about 50%)

**Minimum Japanese Level**

Native

**Other Language**

Korean - Fluent

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

### Job Description

Come join our APAC Channel Team at Unity! We're looking for an operations professional with a desire to make a real impact in a growing team. As a key team member, you will help us to continue becoming an outstanding enabling organization.

We are seeking a highly organized and detail-oriented **Channel Sales Operations Specialist** to support our global channel sales initiatives. In this role, you will work closely with channel sales managers, partners, and internal teams to streamline

sales processes, ensure data accuracy, and help drive operational excellence. You will play a critical role in enabling scalable and efficient growth through our partner ecosystem. This will be a 6 month contract.

- **Support channel sales operations and partner network** including onboarding, contract management, and compliance monitoring.
- **Manage partner and deal data** in CRM systems like Salesforce, ensuring accuracy and consistency.
- **Track performance and generate reports**, dashboards, and sales metrics for channel activities.
- **Coordinate cross-functional efforts** with marketing, product, finance, and legal to enhance partner experience and process agreements/payments.
- **Support sales planning and process improvements** including forecasting, pipeline reviews, QBRs, and system automation initiatives.

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## Required Skills

- Proficiency in CRM (Salesforce) or other channel management software
- Strong analytical and problem-solving skills
- Excellent communication and interpersonal abilities
- Fluent in written and spoken English

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