



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

September 17th, 2025 03:00

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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Company Description