

MichaelPage

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Sales Development Representative - Tech Company

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Job Information

Recruiter

Michael Page

Hiring Company

Sales Development Representative - Tech

Job ID

1546609

Industry

Software

Company Type

Large Company (more than 300 employees)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 10 million yen

Refreshed

July 2nd, 2025 16:14

General Requirements

Career Level

Entry Level

Minimum English Level

None

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

No permission to work in Japan required

Job Description

As a Sales Development Representative, you work with the sales team to identify and qualify leads. You'll be engaging prospects through outreach efforts and helping generate opportunities for the company.

Client Details

Our client is a well-known cybersecurity software company and a leader in their market, with a global presence spanning Europe, America, and Asia. They offer a great work-life balance along with excellent opportunities for growth.

Description

- Identify and qualify potential leads through calls, emails, and other outreach methods.
- Collaborate with the sales team to develop strategies for building the sales pipeline.

- Maintain accurate records of client interactions in the CRM system.
- Schedule and coordinate meetings between prospects and account executives.

Job Offer

- Total package up to 9M JPY OTE.
- Hybrid work style, with the option to work from home at least twice a week.
- Great work-life balance with limited overtime.
- Collaborative team environment within a leading company.

Even if you don't meet all the listed requirements, we still encourage you to apply.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Marc Breynart at +81 3 6627 6088.

Required Skills

- Past experience in tech sales, regardless of the specific role.
- Japanese skills (English proficiency is a plus).
- Positive mindset and strong work attitude.
- Excellent communication and negotiation skills.

Company Description

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