



Enterprise Sales Manager - Tokyo

Growth-focused environment

Job Information

Hiring Company

SimilarWeb Japan K.K.

Job ID

1552236

Industry

IT Consulting

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 13 million yen

Salary Commission

Commission paid on top of indicated salary.

Refreshed

February 5th, 2026 02:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

About the job

At Similarweb, we are revolutionizing the way businesses interact with the digital world by revealing to them everything that happens online.

Our unique data and solutions empower over 4,300 customers globally, including industry giants like Google, eBay, and Adidas, to make game-changing decisions that drive their digital strategies.

In 2021, we went public on the New York Stock Exchange, and we continue to reach new heights! Come work alongside

Similarwebbers across the globe who are bright, curious, practical and good people.

We're seeking a **Sales Manager, Enterprise** for our Japan team, who will be focusing on the growth of Similarweb's market share by cultivating our enterprise accounts.

Why is this role so important at Similarweb?

Similarweb's digital intelligence solutions serve thousands of customers across many different industries and use cases worldwide, and we haven't even scraped the barrel of our total addressable market.

As a **Sales Manager**, you will control the entire sales cycle and develop critical relationships with our enterprise accounts.

With customers who love the product, strong brand recognition, and a supportive team behind you, you'll be set up for success to meet your sales quotas.

So, what will you be doing all day?

Your role as part of the Sales Team means your daily responsibilities may include:

- Meeting quarterly sales quotas by generating revenue from outbound Enterprise prospects in your target vertical sector
- Drive the new sales process through the full sales cycle including prospecting, qualifying, discovery, positioning & demonstration, negotiating and closing business.
- Maintaining accurate forecasts and managing sales activities in Salesforce
- Driving a sale forward by engaging the prospect at the director/ C-level executive level
- Partnering with Marketing, Sales Development, Solution Engineering, Contracting, and Implementation to spark outbound interest and navigate the sales process
- Partner with SDR team to penetrate key accounts, perform discovery to understand and qualify prospect's pain
- Provide value-based/consultative selling of SimilarWeb solutions, build proposals and negotiate pricing and terms
- Leveraging our robust sales tech stack to ensure accurate CRM reporting and increase overall productivity using tools such as Salesforce, SalesLoft, ZoomInfo, Gong, and, of course, Similarweb

Why You'll Love Being a Similarwebber

You'll actually love the product you work with: Our customers aren't our only raving fans. When we asked our employees why they chose to come work at Similarweb, 99% of them said "the product." Imagine how exciting your job is when you get to work with the most powerful digital intelligence platform in the world.

You'll find a home for your big ideas: We encourage an open dialogue and empower employees to bring their ideas to the table. You'll find the resources you need to take initiative and create meaningful change within the organization.

We offer competitive perks & benefits: We take your well-being seriously, and offer competitive compensation packages to all employees. We also put a strong emphasis on community, with regular team outings and happy hours.

You can grow your career in any direction you choose: Interested in becoming a VP or want to transition into a different department? Whether it's Career Week, personalized coaching, or our ongoing learning solutions, you'll find all the tools and opportunities you need to develop your career right here.

Diversity isn't just a buzzword: People want to work in a place where they can be themselves. We strive to create a workplace that is reflective of the communities we serve, where everyone is empowered to bring their full, authentic selves to work. We are committed to inclusivity across race, gender, ethnicity, culture, sexual orientation, age, religion, spirituality, identity and experience. Our culture of equality and mutual respect also helps us better understand and serve our customers in a world that is becoming more global, more diverse, and more digital every day.

ポジション概要：エンタープライズセールスマネージャー（Sales Manager, Enterprise） - 日本拠点Similarwebでは、企業がデジタル世界とより深く関わるための革新的な方法を提供しています。

私たちの独自データとインサイトは、Google、eBay、Adidasなど世界のリーディングカンパニーを含む4,300社以上の顧客に活用され、戦略的な意思決定を支援しています。

2021年にはニューヨーク証券取引所に上場し、今もなお成長を続けています。

世界中の優秀で情熱的な「Similarwebbers」と共に、変化を生み出す一員になりませんか？

このポジションの重要性

Similarwebのデジタルインテリジェンスソリューションは、幅広い業界・ユースケースにおいて数千社に利用されています。しかし、まだ私たちのアドレス可能市場のほんの一部にしかアプローチできません。エンタープライズセールスマネージャーとして、日本市場における大手企業アカウントの開拓・成長をリードし、エンドツーエンドの営業プロセスを担っていただきます。

主な業務内容

- 担当業界セクターにおけるエンタープライズ企業へのアウトバウンド営業を通じて、四半期ごとの売上目標を達成
- 商談創出からクロージングまでの営業プロセス（リード発掘、ヒアリング、提案、デモンストレーション、交渉、契約）を主導
- Salesforceを用いた正確なパイプライン管理および営業活動の記録
- 企業のディレクター層やCレベルの意思決定者と対話しながら案件を推進
- マーケティング、SDR（インサイドセールス）、ソリューションエンジニアリング、契約・導入チームと連携し、効果的な営業活動を実施
- SDRチームと連携して重要アカウントを開拓し、課題の深掘りとニーズの特定
- 顧客のビジネス課題に対する価値提案型営業を行い、提案書作成や価格交渉を担当
- Salesforce、SalesLoft、ZoomInfo、Gong、Similarweb自社ツールなどの最新営業テクノロジーを駆使して、生産性とレポート精度を最大化

Similarwebで働く魅力

- 誇れるプロダクト：社員の99%が「入社理由は製品」と回答。世界最先端のデジタルインテリジェンスプラットフォームを扱えます。
- アイデアを歓迎する風土：オープンな対話と提案を奨励する文化。自ら変革を起こす機会に恵まれます。
- 充実の福利厚生：競争力ある給与体系、チームビルディングイベントやコミュニティ活動を通じて働きやすい環境を提供。
- 多様なキャリアパス：マネジメントを目指す方も、異動を希望する方も、キャリア成長の機会が豊富です。コーチングやトレーニング制度も充実。
- 真のダイバーシティ推進：国籍・性別・文化・年齢・宗教・性的指向など、あらゆる背景を尊重。全員が「自分らしく」働ける環境づくりを目指しています。グローバル・デジタル化の時代に対応する企業文化です。

Required Skills

This Is The Perfect Job For Someone Who

- Minimum of 5 years of experience in a quota carrying new business commercial role, with at least 2 years consistency in previous role(s). Enterprise sales experience is highly preferred.
- Native language proficiency in Japanese. Professional fluency in English.
- Background in SaaS, data or analytics sales
- Track record of quota achievement in a fast paced environment; has won awards/club trips as a part of top performance.
- Has had success self-sourcing meetings in a startup environment
- Demonstrates learnings/growth from a bad quarter or lost deal
- Worked with similar sized accounts/territory, with similar deal sizes and sales cycles, and carried a similar quota
- Has built an established network of relevant contacts.
- Can confidently present in front of important clients and stakeholders
- Is highly collaborative and uses a direct and honest approach to deliver customer success
- Has a clear understanding of current digital marketing trends, including SEO, content marketing, PPC, social and display advertising

このポジションは、以下のような方に最適です：

- 新規開拓型の営業職として5年以上の経験があり、直近の職務で少なくとも2年間は安定した成果を出してきた方（エンタープライズ営業経験者は特に歓迎）
- 日本語が母国語レベルで、英語でのビジネスコミュニケーションが可能な方
- SaaS、データ、アナリティクス分野での営業経験をお持ちの方
- スピード感ある環境で営業目標を継続的に達成し、社内表彰やクラブトリップなどの実績を持つトップパフォーマー
- スタートアップまたは新規市場開拓の経験があり、自ら商談を創出した経験がある方
- 不調な四半期や失注案件から学びを得て、次に活かす力を備えている方
- 過去に同規模のアカウント／テリトリーを担当し、同程度の案件規模・営業サイクル・クオータを経験している方
- 業界内に強固な人脈・ネットワークを築いている方
- 重要顧客やステークホルダーに対して、自信を持ってプレゼンテーションができる方
- チームとの連携を大切にし、率直かつ誠実な姿勢で顧客成功を導ける方
- SEO、コンテンツマーケティング、PPC、SNS広告、ディスプレイ広告など、最新のデジタルマーケティングトレンドを理解している方

Company Description