



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

Negotiable, based on experience

Refreshed

July 31st, 2025 14:00

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.

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

Company Description