

**MichaelPage**

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## Inside Sales Executive - Electronics

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#### Job Information

**Recruiter**

Michael Page

**Job ID**

1552551

**Industry**

Software

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

6 million yen ~ 8.5 million yen

**Refreshed**

July 22nd, 2025 11:17

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Basic

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

#### Job Description

This Inside Sales role in the Technology & Security is ideal for professionals passionate about driving revenue growth and nurturing client relationships. The position involves responsibilities such as following up on customer inquiries, leads generated by the marketing team and joining in organising product exhibitions and demonstrations.

#### Client Details

The hiring company is a mid-sized organisation operating within the Technology & Identity Security Sector. They are committed to providing cutting-edge solutions and services to their clients, fostering innovation and growth in their field.

#### Description

- Proactively identify and qualify potential leads to generate new business opportunities.
- Build and maintain strong relationships with existing clients to ensure satisfaction and repeat business.
- Conduct regular follow-up calls and emails to nurture leads and close deals.
- Collaborate with the marketing and product teams to develop effective sales strategies.
- Maintain detailed records of customer interactions and sales activities in the CRM system.
- Achieve and exceed monthly, quarterly, and annual sales targets.
- Stay updated on industry trends, competitors, and market conditions to identify new opportunities.

- Provide regular feedback to management on sales performance and market insights.

#### **Job Offer**

- Competitive salary package ranging from JPY 6000000 to JPY 8500000 annually.
- A permanent role with stability and growth opportunities.
- Opportunities for professional development and skill enhancement.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

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#### **Required Skills**

A successful Inside Sales professional should have:

- A proven track record in sales, ideally within the Technology & Security sector.
  - Strong communication and interpersonal skills to engage with clients effectively.
  - Experience with CRM tools and sales pipeline management.
  - An ability to work independently while meeting targets and deadlines.
  - A passion for technology and an understanding of industry trends.
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#### **Company Description**

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