

MichaelPage

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Service Sales Consultant - Tech Company

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Job Information

Recruiter

Michael Page

Hiring Company

Service Sales Consultant

Job ID

1552582

Division

Service Sales Consultant

Industry

Software

Company Type

Large Company (more than 300 employees)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 16 million yen

Refreshed

July 22nd, 2025 16:13

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

As a Service Sales Consultant, I drive business growth by delivering tailored solutions that meet client needs and foster long-term partnerships. You'll play a pivotal role in Japan by building, and **nurturing** relationships with partners and clients.

Client Details

Our client is a rapidly expanding global **leader** delivering innovative technology solutions that transform how businesses operate. Their products focus on streamlining operations, enhancing customer experiences, and driving digital transformation across industries. Join a dynamic team where your skills will help shape the future of technology and create real-world impact.

Description

- Identify and develop new sales opportunities in Japan.
- Build and maintain strong relationships with key clients and stakeholders, especially in the retail industry.
- Develop tailored service-based solutions to meet client needs and business objectives.
- Negotiate contracts and close deals to achieve sales targets.
- Monitor market trends and competitor activities to inform sales strategies.
- Provide regular sales forecasts and performance reports to management.

Job Offer

- Competitive compensation package (Up to 16M OTE).
- Hybrid work style (work from home two to three days a week).
- Opportunity to be involved at every stage of the company's growth in Japan.
- Collaborative and innovative company culture.

Even if your background or experience doesn't match every requirement, we encourage you to apply and be part of a team shaping the future of technology. If you believe you can make a long-lasting impact and grow alongside a company that values innovation and collaboration, we're looking forward to talking with you.

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.
- Experience selling to retail companies.
- Strong understanding of service-based solutions and client-centric sales approaches.
- Excellent communication and negotiation skills.
- Ato build and maintain lasting client relationships.
- English and Japanese skills.

Company Description

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