

MichaelPage

www.michaelpage.co.jp

Field Sales Representative - Tech Company

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Job Information

Recruiter

Michael Page

Job ID

1552584

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

4.5 million yen ~ 5.5 million yen

Refreshed

July 22nd, 2025 16:15

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Entry Level

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As the Field Sales Representative, you will be explaining the company's solutions and services clearly to customers, showing how they can solve their problems or meet their needs. You will help customers understand the value of what we offer to make the best choice.

Client Details

Our client is an international company specializing in multimedia software and AI face recognition technology. With over 200 patents, they are constantly innovating to improve and transform multimedia experiences.

Description

- Identify and engage potential customers to expand the client base in Japan.
- Present and promote the company's solutions tailored to customer needs.
- Build and maintain strong relationships with key accounts to ensure customer satisfaction.
- Monitor market trends and competitor activities to identify new sales opportunities.

- Manage projects in collaboration with the team.

Job Offer

- Work-from-home option available (with conditions).
- Attractive compensation package.
- Full reimbursement of transportation expenses
- Great life-balance environment with limited overtime.

Even if you don't fully meet the job description, we encourage you to apply if you believe you would be a great fit for this opportunity.

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

- 2-3 years of experience in IT sales.
- Strong communication and negotiation skills
- Strategic thinking to achieve results.
- Self-management and problem-solving abilities

Company Description

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