



Sales Manager, Inside Sales

Global Brand & Publicly Traded Company

Job Information

Hiring Company

[SimilarWeb Japan K.K.](#)

Job ID

1554084

Industry

Internet, Web Services

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5.5 million yen ~ 10 million yen

Salary Commission

Commission paid on top of indicated salary.

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

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 looking for a **Sales Manager, Inside Sales** to increase Similarweb's market share by creating and cultivating new accounts. This role will report to our Director, Sales based in Japan.

Why is this role so important at Similarweb?

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

As a Sales Manager for Inside Sales, you will control the entire sales cycle, and develop critical relationships with our small to medium size business prospects.

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 are the main expectations from the role?

Your role as part of the **Inside Sales team** means your deliverables include but not restricted to:

- To meet or exceed quarterly sales quota by generating revenue from both inbound leads and outbound prospects
- To manage the entire sales cycle from prospecting, qualifying, discovery, value matching, presenting, negotiating and closing deals
- Provide management with accurate forecasts and keep all sales activities recorded in Salesforce
- Provides value-based/consultative selling of SimilarWeb solutions, by understanding the prospect's pain points

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. We believe 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:

1. Has a minimum of 3 years experience in Inside Sales carrying a quota
2. Demonstrates strong presentation skills, and has experience presenting to clients and stakeholders in Japan
3. Native language proficiency in Japanese. Professional fluency in English.
4. Track record of hitting numbers in a fast paced environment, has had success self-sourcing meetings in a startup environment
5. Previous experience in selling SaaS solutions in Data or Analytics industries
6. Proficiency in Salesforce and MEDDPIC sales process would be an advantage
7. Experience building value-based sales strategy and processes
8. Loves working with data and has strong business acumen across various industries
9. Demonstrates learnings/growth from a bad quarter or lost deal

Company Description