



Regional Strategic Sales Manager-Japanese Hospitality Cloud

Jobs in India that make use of Japanese!

Job Information

Recruiter

RGF Select India Pvt. Ltd

Job ID

1555634

Industry

Other (IT, Internet, Gaming)

Job Type

Permanent Full-time

Location

India, Gurgaon

Salary

3.5 million yen ~ 4.5 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

12:00-21:00 Mon to Fri (2 Days office, 3days work from Home)

Holidays

Saturday, Sunday

Refreshed

December 24th, 2025 01:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

■Report Line: Senior Sales Director

■Products: meetings, events, and hospitality technology provider (SaaS)

■Clients: Japanese Hospitality Market, Primarily hoteliers

■Saturday Working: No

■Position Objective/Expectation

Looking for a results-driven sales professional to market and sell Hospitality Cloud services exclusively in the Japanese market. This is primarily a hunter role, focused on new business development, while also managing existing client relationships. The role requires strong sales acumen, cultural understanding of the Japanese market, and close collaboration with marketing and presales teams.

■Job Responsibilities

- Strategic Sales Expertise: Identify and Prioritize key accounts, develop sales strategies, and execute plans to achieve revenue growth and market penetration.
- Strong Market Analysis and Planning: Conducting comprehensive market analysis, including competitor analysis, customer segmentation, and market trends. Use this information to develop strategic plans and identify new business opportunities within their region.
- Relationship Building and Account Management: Maintaining relationships with key stakeholders, including clients, partners, and internal teams.
- Solution-Oriented Approach: Collaborate with internal Teams to develop customized solutions that align with customers' goals and objectives.
- Proactively identifying sales opportunities, market trends, and potential risks. Take the initiative to drive sales initiatives, motivate their sales team, and ensure the achievement of sales targets and objectives.
- Effectively articulate the value proposition of their products or services, negotiate and close deals, and influence key decision-makers.
- Data-Driven Decision Making: leverage data and analytics to drive informed decision-making and measure the success of sales strategies. Use data insights to identify growth opportunities, optimize resource allocation, and track key performance metrics

Required Skills
[Necessary Skill / Experience]

- Candidates must be fluent in Japanese and have a proven track record in sales; experience in SaaS sales is highly preferred. Language skills alone are not sufficient; candidates must have used Japanese in a sales capacity to close deals.
- Hiring is for the Gurugram office; candidates from nearby locations are preferred.
- 5 to 10 years of end-to-end sales experience
- Japanese language expertise is mandatory, and Experience in the Japanese market would be a plus.
- JLPT N3/N2 Fluent (Business Level, Not daily conversational)
- Familiarity with a high outbound call volume and high talk time sales environment
- Strong analytical skills, experience with data analysis, proficiency in Microsoft Excel, and the ability to do presentations

[Preferable Skill / Experience]

- Candidates from outside the Delhi-NCR region are also encouraged to apply and will have the option to work remotely
- Experience selling to and/or managing hotel accounts at the corporate level.
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- Effective at integrating knowledge from prospecting, consultative selling, product demonstrations, negotiating contracts, operation/process flow, and product functions.
- Strong sense of initiative and personal leadership, demonstrating the ability to function independently while contributing to team initiatives

Company Description