



PR/109628 | Sales position / Japanese Consulting Firm

Job Information

Recruiter

JAC Recruitment India

Job ID

1556726

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 2nd, 2025 10:11

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

■Job Description

This role involves corporate sales and consulting, focusing on identifying organizational challenges and talent development needs, and proposing effective solutions through training and consulting services.

※ The primary clients are Japanese-affiliated companies.

■Key Responsibilities

- Consultative Sales
- Engaging with both new and existing corporate clients (scheduling meetings, conducting visits, and gathering insights)
- Identifying business challenges and talent development needs, and proposing customized solutions
- Planning, presenting, and supporting the implementation of training and consulting programs
- Building and nurturing long-term client relationships through continuous follow-up

(Note: In the initial phase, the role will primarily focus on sales activities.)

■Position Highlights

- Opportunity to work with a diverse range of clients across industries, gaining broad business knowledge and market insights
- Involvement in both sales and consulting activities, allowing you to develop strong skills in proposal creation, problem-solving, and execution
- Frequent interactions with senior management, offering practical exposure to strategic thinking and leadership
- As the company enters the Indian market, you'll be part of a dynamic and challenging environment, contributing to business development from the ground up

■Required Qualifications

- Japanese language proficiency (JLPT N2 or higher)
- Experience in B2B sales

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Company Description