

MichaelPage

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Partner Sales - Cybersecurity - Gaishikei

Partner Sales - Cybersecurity, Gaishikei

Job Information

Recruiter

Michael Page

Hiring Company

Partner Sales - Cybersecurity - Gaishikei

Job ID

1557607

Industry

Software

Company Type

Small/Medium Company (300 employees or less)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 10 million yen

Refreshed

September 8th, 2025 13:19

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

In this role, you will be responsible for building and managing key partner relationships to drive business growth. You will also have the opportunity to be involved at various stages of the sales process.

Client Details

Our client is an international cybersecurity company offering in-demand solutions tailored to both enterprise and SMB customers. They are known for their strong work environment and excellent support from headquarters.

Description

- Develop and nurture strategic partnerships to maximize sales opportunities.
- Collaborate with internal teams to ensure seamless communication and support for partners.

- Lead presentations and negotiations to secure long-term partner agreements.
- Provide partners with training and resources to enhance product knowledge.
- Identify new partnership opportunities within the industry.

Job Offer

- Salary Package between 6,000,000 to 9,000,000 YEN OTE.
- Flexi hours and hybrid work arrangement.
- Opportunity to advance to a management position in the future,

If you're interested in this position, we encourage you to apply.

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

- Experience in software sales and working with partners.
- Excellent communication and negotiation skills.
- An analytical mindset to interpret data and drive actionable insights.
- Japanese skills (English is preferred).

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