



SaaS Inside Sales Representative

Job Information

Hiring Company

[o9 Solutions, Inc.](#)

Job ID

1558328

Industry

System Integration

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Yamanote Line, Shinagawa Station

Salary

6.5 million yen ~ Negotiable, based on experience

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

December 24th, 2025 23:00

General Requirements

Career Level

Entry Level

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

Transforming the Future of Enterprise Planning

At o9, our mission is to be the Most Value-Creating Platform for enterprises by transforming decision-making through our AI-first approach. By integrating siloed planning capabilities and capturing millions—even billions—in value leakage, we help businesses plan smarter and faster.

This not only enhances operational efficiency but also reduces waste, leading to better outcomes for both businesses and the planet. Global leaders like Google, PepsiCo, Walmart, T-Mobile, AB InBev, and Starbucks trust o9 to optimize their supply chains.

About the role...

Via this entry point into o9 solutions, you are positioned to learn the business from a sales and commercialization aspect by working closely with Account Executives and Pre-sales teams, to discover opportunities and develop them into revenue-

generating client solutions. You will be responsible for strategically identifying key decision-makers at companies matching our target market and helping to grow our customer base across Japan, in designated industries verticals, through consistent outreach and engagement.

A successful candidate is someone with a Bachelor's degree in a business, marketing, quantitative, or engineering discipline. You will bring your intellectual curiosity and drive to make an impact that will enable you to seek and understand the supply chain challenges of potential customers and speak to how our solutions can assist..

We have moved from start-up to scale-up mode across the globe. This kind of growth will allow you to build relationships here at o9 within many parts of the organization quickly including: Product Management, Marketing, Finance, Customer Success/Client Management, etc., and envision your own career path, advancement beyond this role, into one of these other groups, both in Japan, as well as abroad. We are truly a global employee base, working across time zones and partnering cross-functionally with other regions.

This role is based in Tokyo, Japan. This person will enjoy a hybrid work approach, with a mix of onsite at our office, and some work from home time, at the manager's discretion.

What you'll do...

- Proactively seeking new business opportunities in the Japanese market through marketing campaigns, event marketing, social media activities
- Building a prospect database and communication strategy using LinkedIn and other supply chain business sources, continually striving to be innovative in your outreach approach
- Working cross-functionally with the Industry Solution Leaders, Account Executives and Presales to initiate introductory meetings with your assigned industry prospects and partners, conducting some limited demonstrations of the o9 platform
- Partnering with the o9 Creative team to create innovative content and ideas for outreach strategies as well as continued community engagement events in various markets
- Maintaining up to date prospect and client information via the Salesforce CRM platform
- Networking and sharing best practices with the Innovations Strategist teams in NA, EMEA, India

What We Offer

- Competitive Salary – We recognize and reward talent.
- Tech Tools – Choose a Windows or PC laptop, whatever helps you work best.
- Flexible Work – Work from home two days a week—less commuting, more time for what matters.
- Supportive Team – Work alongside a diverse, talented team you can learn from every day.
- Diversity & Inclusion – We celebrate our international workforce and value different perspectives.

How the process works

- Apply – Submit your application by clicking the [Link](https://o9solutions.wd5.myworkdayjobs.com/en-US/o9SolutionsExternal/jobs) below. <https://o9solutions.wd5.myworkdayjobs.com/en-US/o9SolutionsExternal/jobs>
- Initial Contact – Our recruiter will connect with you via video or phone call to discuss the role and understand your background.
- Online Assessment - (If Applicable)
- During the interview phase, you will meet with the technical panel for 60 minutes. We will contact you after the interview to let you know if we'd like to progress your application.
- Tech Round 1 – An initial technical discussion to evaluate your skills and expertise.
- Tech Round 2 – A deeper technical assessment to understand your approach and proficiency.
- Managerial Round – A conversation with the hiring manager to evaluate collaboration, team fit, and growth potential.
- HR Round – A final discussion on company culture, expectations, and career progression.

More about us...

At o9, transparency and open communication are at the core of our culture. Collaboration thrives across all levels—hierarchy, distance, or function never limit innovation or teamwork. Beyond work, we encourage volunteering opportunities, social impact initiatives, and diverse cultural celebrations.

With a \$3.7 billion valuation and a global presence across Dallas, Amsterdam, Barcelona, Madrid, London, Paris, Tokyo, Seoul, and Munich, o9 is among the fastest-growing technology companies in the world. Through our aim10x vision, we are committed to AI-powered management, driving 10x improvements in enterprise decision-making. Our Enterprise Knowledge Graph enables businesses to anticipate risks, adapt to market shifts, and gain real-time visibility. By automating millions of decisions and reducing manual interventions by up to 90%, we empower enterprises to drive profitable growth, reduce inefficiencies, and create lasting value.

o9 is an equal-opportunity employer that values diversity and inclusion. We welcome applicants from all backgrounds, ensuring a fair and unbiased hiring process. Join us as we continue our growth journey!

Required Skills

What you'll bring...

- Education: Bachelor's Degree, preferably in a business, marketing or a quantitative field
- Experience: 0-2 years professional B2B business development experience preferred
- Skills:
 - Quicker Leaner: Basic understanding of supply chain planning concepts would be a plus, but eagerness to

learn and develop in the field of supply chain

- Proficient use of GSuite/MS Office, LinkedIn
- Experience with CRM and lead generation software (e.g. Salesforce, Outreach) would be a plus
- Data analytical skills: can use MS Excel/Google Worksheet to conduct data analysis; can generate simple report from Salesforce
- Language Skills: Native level Japanese is a MUST, Business level English

Company Description