

Michael Page

www.michaelpage.co.jp

Sales Development Representative - Foreign tech

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Job Information

Recruiter[Michael Page](#)**Hiring Company**

Sales Development Representative - Tech

Job ID

1559525

Industry

Software

Company Type

Large Company (more than 300 employees)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

2.5 million yen ~ 8 million yen

Refreshed

September 25th, 2025 10:41

General Requirements

Career Level

Entry Level

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As a Sales Development Representative, you will engage with prospects and existing customers remotely to understand their needs, present solutions, and close sales. You will also collaborate with other teams to meet targets and ensure customer satisfaction.

Client Details

Our client is a leading American company with offices across the world. They're known for their data-related solutions and are recognized as a leader within their industry.

Description

- Generate and qualify leads through research, outreach, and engagement strategies.

- Collaborate closely with the sales team to identify potential clients and markets.
- Conduct follow-up communications to nurture relationships and convert leads into opportunities.
- Provide regular updates and reports on lead generation activities and results to management.

Job Offer

- Up to 8M OTE.
- Great work-life balance where open communication is encouraged.
- Opportunity to advance your career within two years.
- Highly level of flexibility (work from home at least 3 to 4 days a week).

Even if you don't match all those requirements, we highly encourage to apply to this position if you think you would be a great fit!

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

- At least 2 years of inside sales experience in a software company.
 - Good communication and negotiation skills.
 - Bachelor's degree or equivalent.
 - Japanese (English is not needed but preferred).
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