

Inside Sales Representative - Foreign

Inside Sales Representative Foreign

Job Information

Recruiter

Michael Page

Job ID

1559529

Industry

Software

Company Type

Small/Medium Company (300 employees or less)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 8 million yen

Refreshed

September 25th, 2025 10:44

General Requirements

Career Level

Entry Level

Minimum English Level

None

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As an Inside Sales Representative, your mission is to identify and engage potential customers, understand their needs, and offer the best solutions to drive sales growth.

Client Details

Our client is a foreign software company specializing in advanced cybersecurity solutions. They focus on protecting businesses through innovative technologies such as data encryption, web application firewalls, and identity management systems.

Description

- Engage with prospective clients to promote web security solutions effectively.
- Develop and maintain strong relationships with customers to ensure satisfaction and loyalty.
- Manage the sales cycle, from lead generation to closing deals.
- Provide tailored solutions based on client needs and challenges.

- Collaborate with internal teams to align on sales strategies and client requirements.

Job Offer

- A competitive total package of up to 5,000,000 to 8,000,000 JPY OTE.
- Hybrid work style with flexible workings hours.
- A supportive work environment within a small-sized organization.
- Opportunity to be involved directly with the country manager.

Even if you don't fully match the requirements, we encourage you to apply if you think you're a great match!

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 sales experience in the software industry.
- Strong communication and negotiation skills for engaging with clients.
- Proficiency in CRM tools and sales reporting systems.
- A results-oriented mindset with a focus on achieving targets.
- Japanese skills.

Company Description

Our client is a foreign software company specializing in advanced cybersecurity solutions. They focus on protecting businesses through innovative technologies such as data encryption, web application firewalls, and identity management systems.