

Sales - Security Products

Sales - Security Solutions

Job Information

Recruiter

[Michael Page](#)

Job ID

1559544

Industry

Internet, Web Services

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

2.5 million yen ~ 13 million yen

Refreshed

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General Requirements

Career Level

Mid Career

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

As a Sales Executive in the Security Solutions industry, you will drive business growth by identifying and securing new opportunities while maintaining strong relationships with clients. This role requires a results-oriented individual with a passion for sales and a deep understanding of client needs.

Client Details

This company operates in the security solutions industry and is dedicated to delivering innovative solutions to its clients. With a focus on excellence, the organisation fosters a collaborative and goal-oriented environment.

Description

- Identify and pursue new business opportunities to expand the client portfolio.
- Develop and implement sales strategies to achieve revenue targets.
- Maintain strong relationships with existing clients and provide exceptional customer service.
- Collaborate with internal teams to ensure client needs are met effectively.
- Prepare and present proposals tailored to client requirements.
- Monitor market trends and competitor activities to identify growth opportunities.
- Negotiate and close sales agreements with prospective clients.

- Maintain accurate records of sales activities and performance metrics.

Job Offer

- A competitive salary ranging from 11,000 JPY to 13,000,000 JPY annually.
- Opportunities for professional growth and development.
- A permanent position within a collaborative and supportive team environment.
- The chance to work in an exciting and rapidly evolving industry.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

Required Skills

A successful Sales Executive should have:

- A strong background in sales, preferably within the hardware and software security solutions
- Proven ability to identify and convert leads into successful sales outcomes.
- Excellent communication and negotiation skills.
- A client-focused approach with the ability to build lasting relationships.
- Proficiency in using sales software and CRM tools.
- Self-motivation and a results-driven mindset.

Company Description

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