

Michael Page

www.michaelpage.co.jp

Inside Sales - Enterprise (full remote)

Global company offering full WFH

Job Information

Recruiter[Michael Page](#)**Job ID**

1559629

Industry

Hardware

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 9 million yen

Refreshed

September 26th, 2025 15:18

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

This is an exciting opportunity for an Inside Sales professional to drive enterprise sales in the technology and telecoms sector. The role is fully remote, allowing you to excel in a fast-paced environment while collaborating with clients and internal teams to achieve sales goals.

Client Details

Our client is a mid-sized organization operating in the technology and telecoms industry. They are committed to delivering innovative solutions and fostering strong relationships with their enterprise clients.

Description

- Manage and grow a portfolio of enterprise clients in the technology and telecoms sector.
- Identify new business opportunities through proactive outreach and relationship-building.
- Collaborate with internal teams to create tailored solutions for client needs.
- Maintain accurate and up-to-date records of sales activities in the CRM system.
- Provide regular updates and reports on sales performance to management.
- Meet and exceed sales targets and KPIs consistently.
- Stay informed about industry trends, products, and competitor activities.

- Ensure a high level of customer satisfaction by addressing inquiries and resolving issues promptly.

Job Offer

- Competitive salary in the range of 7200000 JPY to 8800000 JPY annually.
- Fully remote working environment, offering flexibility and work-life balance.
- Opportunity to work with enterprise clients in the technology and telecoms industry.
- Professional growth opportunities within a mid-sized organization.
- Collaborative and results-oriented company culture.

If you are passionate about sales and want to make a meaningful impact in the technology and telecoms industry from Tokyo, apply today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Jan Shelepin at +81 3 5733 7167.

Required Skills

A successful Inside Sales - Enterprise should have:

- Proven experience in sales, preferably in the technology and telecoms sector.
- Strong communication and negotiation skills.
- Ability to build and maintain long-term client relationships.
- A results-driven mindset with a focus on achieving targets.
- Familiarity with CRM tools and sales tracking systems.
- A proactive and self-motivated approach to work.
- Fluency in English and Japanese is preferred.
- A solid understanding of enterprise sales processes and strategies.

Company Description

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