



Sales Project Manager

Job Information

Hiring Company[Ingenico](#)**Job ID**

1559676

Industry

Other (Banking and Financial Services)

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

Negotiable, based on experience ~ 12 million yen

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

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General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- Deliver cutting-edge payment solutions to clients
- Lead global projects with cross-border teams
- Turn client needs into real, visible outcomes
- Own the full cycle from presales to delivery

[Duties of the Employee]

The Sales Project Manager is responsible for leading and coordinating sales-related projects from initiation to completion,

ensuring successful delivery within scope, timeline, and budget. This role bridges the gap between the sales team, R&D, clients, and any other internal departments, ensuring seamless execution of client requirements, sales initiatives, and business objectives.

Also responsible for coordinating technical pre-sales activities, providing solution guidance, subject matter expertise related to the payments industry, and Ingenico products and solutions to customers via good written, verbal, and presentation skills. And supports the achievement of Ingenico Japan sales and professional services targets by analyzing the technical needs and validating the ability to deliver the solutions proposed to prospects or existing customers.

【Key Responsibilities:】

*This list is not exhaustive; the job holder may be required to carry out other duties as required to fulfill the role.

- Assists in all levels of technical and commercial account planning and accompanies sales on visits to customers.
- Plan, execute, and oversee customer-related projects, ensuring alignment with company goals.
- Monitor progress and ensure timely completion of the projects within budget.
- Collaborate with the sales team to translate customer requirements into actionable project plans.
- Manage communication between customers, Account Managers, and internal departments (R&D, operations, finance, etc.), including APAC and Global.
- Ensure high levels of customer satisfaction by addressing concerns and managing expectations.
- Support business development initiatives and upselling opportunities.
- Facilitate meetings, presentations, and workshops with internal and external stakeholders
- Identify opportunities to streamline project and sales processes.
- Implement best practices to improve efficiency and effectiveness in sales project delivery.

【Additional Responsibilities:】

- Bid/RFP management -Lead & support sales in bid response promptly by coordinating with internal or external stakeholders. This includes defining a solution proposal based on requirements (with R&D teams' inputs), pricing, planning, servicing offerings, and contractual aspects of bids. Clearly articulate the solution in customer meetings, presentations, and proposals, and in line with the Win strategy.
- Gather local market intelligence across the payment landscape & through customer engagements and feedback to regional and group stakeholders on go-to-market capabilities, working with the GTM, required to win deals and address local market capability gaps.
- Work closely with Professional Services in the development of the PS value proposition, supporting collateral processes, and training sales teams in PS offerings.
- Support sales training and knowledge-sharing initiatives.

【Employment Type】

Full-time employee

【Salary】

In accordance with company regulations

【Working Hours】

In accordance with company regulations

【Work Location】

In accordance with company regulations

【Holidays & Leave】

In accordance with company regulations

Required Skills

【Key Performance Objectives/Indicators:】

<Project Management Skills>

- Demonstrable experience of contributing to the delivery of high-value & complex projects of work, in a technology environment, preferably in the payments industry.
- Ability to manage multiple projects simultaneously under tight deadlines.

<Communication Capability as a Team Player>

- Excellent communication, persuasion, presentation, and negotiation skills
- Team player with a demonstrable ability to build and maintain both internal and external relationships

<Technical Expertise and Passion>

- Ability to rapidly absorb and apply process or technical information, with a logical and analytical approach to problem solving.
- Knowledge of the target market with strong contacts and references within the territory is highly preferred
- Self-supportive with a high degree of initiative & enthusiasm, requiring minimal management.

<Presales Functionality>

- Experience in pre-sales support working with business development teams to support the marketing and promotion of end-to-end payment solutions and payment advisory services
- Applied project management expertise; PMP certification preferred.

