[Nihonbashi Office] Cloud Services Sales Representative

Exclusive job

Perfect for confident communicators!

Job Information

Hiring Company
AINEO Networks

Job ID
1560577

Division
CIRCLE クラウドコミュニケーション・チーム

Industry
Software

Company Type
Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio
Majority Non-Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
4 million yen ~ 8 million yen

Salary Bonuses
Bonuses included in indicated salary.

Salary Commission
Commission paid on top of indicated salary.

Work Hours
9:00~18:00(フレックスあり)

Holidays
Saturday, Sunday, Japanese National Holidays

Refreshed
November 13th, 2026 08:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Entry Level

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

If you love technology and are interested in next-generation cloud services, AINEO Networks is the place for you! We offer a fully equipped office, an energetic and fun workplace, and a team of bright, talented members.

Our flagship product is **CIRCLE Cloud Communications**, a cloud-based business communications service. Accessible from a wide range of devices (smartphones, PCs, tablets, laptops), it allows busy professionals and remote users to communicate easily, which is why it has been adopted by many companies and organizations. CIRCLE offers a diverse technology portfolio including networking, cloud, M2M, security, professional services, and mobility solutions, and is organized into three divisions. This position is within the **CIRCLE Cloud Communications Division**, which focuses on business telephony and communications.

If you want to learn and acquire new skills, work with team members who push each other to grow, and achieve goals together—this is the role for you!

Job Description

At AINEO, we support our partner companies in overcoming business and technical challenges. We help them improve communications and seize new business opportunities. The Business Development Department sells communication solutions to both existing and new partner companies.
As a **CIRCLE Business Development Consultant**, you will introduce one of our flagship communication services to corporate clients.

Your responsibilities will include:

- Developing new partners and maintaining relationships with existing partners
- Meeting subscriber acquisition and revenue targets for CIRCLE
- Building long-term, strategic relationships with partner accounts
- Understanding partner needs through meetings and proposing the best solutions using AINEO’s resources
- Senior consultants may also sell other products and services from AINEO’s technology/service suite

Required Skills

Required Qualifications

- Bachelor’s degree or higher (majors in information science or STEM preferred), or equivalent degree
- 1–2 years of experience in sales (products, services, or solutions) or customer service
- Fluent Japanese (business-level reading, writing, and speaking)
- Excellent communication skills
- Positive mindset that energizes those around you
- Strong presentation and problem-solving skills (ability to address partner client challenges)
- Highly motivated and able to work independently without supervision; demonstrates leadership when necessary
- Outgoing, bright, quick thinker, and adaptable
- Team player
- IT skills:
    - Windows or Apple OSX
    - Ability to use iOS internal communication apps
    - Word, Excel, PowerPoint, Keynote

Preferred Qualifications

- Experience in cloud services, cloud communications, or conferencing systems

- Experience with CRM systems (e.g., Salesforce, MS Dynamics, ZohoCRM, or similar)

Compensation

- **Base Salary:** Negotiable, based on experience (approx. 4M–8M JPY)
- **Incentives:** Paid quarterly, no upper limit
- **Bonuses:** Once or twice a year (depending on role), based on performance and contribution to team goals

Other Details

- Based in Tokyo. Role includes direct sales as well as working with partners in Tokyo, Osaka, Hiroshima, Nagoya, Sapporo, Fukuoka, and Sendai.
- **No smoking policy:** The workplace is completely non-smoking (due to odor and health concerns). AINEO is committed to creating a happy and healthy work environment.

Company Description