

Michael Page

www.michaelpage.co.jp

## Sales Manager (DevOps)

Lead a 4 man team as a Playing Manager

### Job Information

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

1560667

**Industry**

Software

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

18 million yen ~ 30 million yen

**Refreshed**

October 6th, 2025 10:26

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

The Sales Manager (DevOps) will play a pivotal role in driving revenue growth by building and maintaining strong relationships with clients in the technology and telecoms industry. This position focuses on promoting innovative DevOps solutions to meet customer needs in the Tokyo market.

### Client Details

This opportunity is with a large organization in the technology and telecoms sector, known for providing cutting-edge solutions to support businesses worldwide. With a strong presence in Tokyo, the company offers a solid platform for professionals seeking impactful roles in sales.

### Description

- Develop and execute strategic sales plans to achieve revenue targets for DevOps solutions.
- Identify and engage potential customers within the technology and telecoms industry.
- Build and nurture long-term client relationships to enhance customer satisfaction and retention.
- Collaborate with internal teams to ensure successful delivery of solutions tailored to client needs.
- Prepare and deliver compelling presentations to showcase the value of DevOps services.
- Monitor market trends and competitor activities to identify growth opportunities.

- Provide accurate sales forecasts and reports to the management team.
- Maintain a deep understanding of DevOps practices to effectively address client inquiries.

#### Job Offer

- Competitive salary package in the range of 18,000,000 JPY to 28,000,000 JPY annually.
- Opportunities to work with innovative technologies in the DevOps space.
- Collaborative and professional work environment in Tokyo.
- Potential for career growth within a large organization in the technology and telecoms sector.
- Comprehensive support for personal and professional development.

If you're ready to take on a new challenge as a Sales Manager (DevOps) in Tokyo, apply now to make an impact in the technology and telecoms industry!

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.

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#### Required Skills

A successful Sales Manager (DevOps) should have:

- Proven experience in sales within the technology and telecoms industry.
- Strong knowledge of DevOps concepts and their application in business environments.
- Excellent communication and negotiation skills to influence decision-making processes.
- Ability to build and sustain positive relationships with clients and stakeholders.
- A results-oriented mindset with a focus on achieving and exceeding sales targets.
- Proficiency in creating and delivering impactful sales presentations.
- Fluency in English; Japanese language skills are an advantage.

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#### Company Description

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