

**Morgan
McKinley****【外資系旅行・レジャー企業】インサイドセールス - 日本語ネイティブ募集【英語は基礎レベルOK】**

東京オフィス営業部にて、意欲的かつ成果にコミットできるインサイドセール担当を募集

Job Information**Recruiter**[Morgan McKinley](#)**Job ID**

1568206

Industry

Tourism

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

December 10th, 2025 17:05

General Requirements**Minimum Experience Level**

Over 1 year

Career Level

Entry Level

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are seeking an enthusiastic and results-driven Inside sales executive to join our Sales Team in Tokyo, Japan. You'll play a crucial role in acquiring and onboarding the most incredible experiences across various categories such as walking tours, day trips, cruises, outdoor activities, fun parks, and museums. Your focus will be on growing relationships with them, ensuring their success, and maximizing their value from the relationship with a focus on the Japanese market.

Key Responsibilities

- Initiate contact with potential suppliers via phone and email, and other channels including Whatsapp, instant messaging amongst others.
- Deliver compelling messages that highlight the value of partnering to reach a larger audience and increase bookings.
- Collaborate with team members to share and learn from best practices
- During conversations, ask open-ended questions to understand the supplier's current situation, goals, challenges and close the deals at the right time.
- Capable of negotiating the best conditions for our customers and value for suppliers

- Maximize and leverage sales activity time, including pre-call planning, calls, and adhere to activity metrics.
- Utilize, update, and maintain the integrity of information in our CRM system.

About our client

European based but has Tokyo Office, They are into Travel & Tech Industry

Why You'll Love Working Here

- Annual personal growth budget and mentorship programs for continuous learning and development
- Work from anywhere in the world for 40 days per year
- Flexible working arrangements to support work-life balance
- Opportunities to collaborate and socialize with team members through quarterly team events and yearly company-wide events
- Monthly transportation and fitness budget
- Language reimbursement program
- Health and wellness benefits

Required Skills**Experiences**

- At least 1-2 years of experience in inside sales, telesales, or customer service in a B2B setting but we are also open for Fresh Graduates
- Excellent communication skills: Native Japanese Speaker and at least basic English speaking skills.

Soft Skills

- Strong problem-solving skills, overcoming objections and closing deals with challenging key accounts
- General business acumen and use data to prioritize your actions
- Team player that supports cross team collaboration

Company Description