



Location Intelligence & Mapping Solution Sales Manager

Google Maps–based enterprise solutions

Job Information

Hiring Company

Navagis, Inc.

Job ID

1574656

Division

Sales

Industry

Software

Company Type

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

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

7 million yen ~ 8 million yen

Refreshed

April 15th, 2026 18:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

[Why This Role Matters]

- ✓ Work on impactful "Maps × DX" projects with government agencies and major enterprises
- ✓ Enterprise consultative sales (long-term projects, multiple stakeholders)
- ✓ High-social-impact themes: EV, Mobility, Disaster Prevention, Urban Planning, Logistics DX
- ✓ Leverage Navagis' strength as a Google Premier Partner

- ✓ Collaborate closely with Google (Maps / Cloud solutions)
- ✓ Work with global teams across the US and APAC
- ✓ Flexible hybrid work environment with a flat, global culture
- ✓ Unlimited upside OTE based on performance

[About Navagis]

Navagis is a leading Location Intelligence company headquartered in San Francisco, specializing in advanced geospatial and mapping solutions.

Founded by a former Google engineer, Navagis delivers enterprise-grade mapping solutions to both private enterprises and government organizations, helping them optimize and modernize operations through Maps × Data × Cloud technologies.

[Industry Coverage Includes]

- Telecommunications
- Automotive
- Logistics & Retail
- Government & Public Sector
- Public Infrastructure
- Smart Cities
- EV & Mobility
- Disaster Response & Public Information
- Urban Planning

During the COVID-19 pandemic, Navagis supported municipalities by visualizing vaccination site data on maps, enabling effective public health operations.

The company has also developed proprietary EV routing APIs, expanding into next-generation mobility solutions now adopted by automotive manufacturers.

[Position Overview]

You will lead enterprise sales opportunities generated via referrals, inside sales, and partners.

From problem discovery → requirements definition → proposal → consensus building → implementation, you will own the entire sales lifecycle.

This role goes far beyond selling “maps.”

You will propose integrated solutions combining maps, data, cloud, and business DX, working closely with pre-sales engineers and technical teams.

[Key Responsibilities]

- Conduct customer discovery to identify business challenges
- Define requirements and perform Fit/Gap analysis
- Deliver PoCs, proposals, and product demonstrations
- Support decision-making across multiple stakeholders
- Collaborate with partners (including Google)
- Manage sales pipeline and revenue forecasting
- Support implementation phases in collaboration with PMs
- Standardize and continuously improve sales processes

[Example Projects]

- EV charging route optimization
- Logistics delivery efficiency optimization
- Public disaster prevention and emergency data visualization
- Retail location strategy and trade area analysis
- Government GIS × DX initiatives

[Work Environment]

- Hybrid work available
- Flexible working hours (8:00–17:00 / 9:00–18:00 / 10:00–19:00)
- Minimal overtime
- “Premium Friday” (early finish after 3pm when workload permits)
- Office: 2 minutes walk from Aoyama-Itchome Station

[Compensation & Benefits]

- Annual salary: JPY 5.5M – 8.0M + performance-based incentives
 - Full social insurance coverage
 - Transportation allowance (full coverage)
 - Internet expense subsidy
 - English learning support
 - PC monitor provided
 - Company events
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Required Skills

[Experience]

- 3+ years of B2B enterprise sales experience
- Experience in intangible solutions, consultative sales, or long-term projects
- Proven experience managing multiple stakeholders

[Language Skills]

- English: Business level (meetings, presentations, discussions)
- Japanese: Native level

[Education]

- Bachelor's degree required

[Work Authorization]

- Valid working visa for Japan required

[Preferred Experience]

- DX / Cloud / SaaS / GIS / Mobility-related industries
- Partner business development
- Public sector or government projects
- Sler, pre-sales, or consultative sales background
- Experience with Google Maps Platform and/or Google Cloud

[Selection Process]

1. Document screening
2. Three interview rounds
(Interviews conducted in a hybrid format of English and Japanese)

Company Description