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
October 28th, 2026 13:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level (Amount Used: English usage about 50%)

Minimum Japanese Level
Native Level

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

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
- SIer, 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