



In-house Recruiter (Revenue-Driven / Open to work)@Yokohama

Remote work available/Incentive

Job Information

Recruiter

JobImpulse

Hiring Company

Job Impulse Japan

Job ID

1575623

Industry

Recruitment Agency

Company Type

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

Job Type

Permanent Full-time

Location

Kanagawa Prefecture, Yokohama-shi Kohoku-ku

Salary

4 million yen ~ 7 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Work Hours

9:00～18:00 (実働8時間)

Holidays

完全週休2日制（土・日）祝日/年末年始/有給休暇18日以上

Refreshed

February 17th, 2026 00:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 25%)

Minimum Japanese Level

Business Level

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

About the role

We are hiring an in-house recruiter who can generate revenue.

Nationality, background, and industry experience do not matter.

Only results matter.

This is not a “support” or “coordination” role.

You are expected to own candidates, move processes forward, and close deals.

There is no perfect system, no fixed manual, and no protected environment.

If you can produce results, you will get authority, trust, and income.

What you will do

- Source candidates using databases, direct sourcing, and your own methods
- Conduct interviews and evaluate candidates
- Match candidates with open roles and make recommendations
- Coordinate interviews and manage the process until placement
- Close deals and generate revenue

※ This is a full-cycle role

※ CA/RA is not separated

※ Speed and execution are critical

Performance expectation (IMPORTANT)

- You are expected to generate at least ONE placement within 3 months
- If no revenue is created, this role will not be evaluated positively

This position is for people who are confident in their ability to deliver results.

Requirements

- Sales experience OR recruitment experience
- Experience working with targets, KPIs, or revenue goals
- Strong ownership mindset
- Ability to act independently without detailed instructions

Nice to have

- Recruitment agency experience
- Startup or fast-paced environment experience
- Experience working with foreign candidates or global clients

Required Skills

- Japanese business level required (spoken & written)
- PC skill basic level required(Word, Excel, PowerPoint)

Company Description