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[Multi-National Company] Sales Operations Analyst / Specialist

Sales Operations Analyst / Specialist

Job Information

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

1580234

Division

Food delivery, Distribution, Logistics, IT, Data Analysis, Sales

Industry

Distribution

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 9 million yen

Refreshed

March 2nd, 2026 14:30

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This role drives the analytical backbone of the Enterprise Sales organisation, transforming complex datasets into actionable insights that accelerate partner acquisition, revenue growth, and operational performance. You will operate as a strategic advisor, building scalable reporting systems and shaping the performance narrative for senior leadership.

Client Details

A rapidly scaling technology-driven marketplace company in the food delivery sector, known for its customer-centric and high-growth business model. The organisation is expanding its enterprise ecosystem and seeks an analytical specialist to strengthen its commercial operations.

Description

- Develop data-driven pitch materials to support enterprise client acquisition
- Identify upsell potential across promotional and advertising products
- Analyse market penetration to guide partner and location expansion
- Build automated dashboards and reporting tools covering sales, pipeline, and account health
- Design KPI frameworks and performance reviews (QBR/MBR) to drive partner accountability

Job Offer

- Competitive salary ranging from JPY 6,000,000 to JPY 9,000,000.
- Cross-functional visibility and commercial impact
- Permanent employment with structured performance review cycles
- Agile, collaborative environment in a growing tech marketplace

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Kenshin Sekine on +81366276102.

Required Skills

- Experience in strategy, BI, sales operations, or data-heavy analysis
 - Strong SQL ability; comfortable writing complex queries independently
 - Advanced skills in Excel/Sheets and PPT/Slides; BI tools preferred
 - Experience turning data into clear business narratives
 - Business-level English; Japanese preferred
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