

Corporate Sales Exclusive job

Job Information

Recruiter

Izumi Network Yugen Kaisha

Hiring Company

Technology Company which develops cutting-edge security

Job ID

1593070

Industry

Other (IT, Internet, Gaming)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

3.5 million yen ~ 6 million yen

Refreshed

June 4th, 2026 00:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Entry Level

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Job Details:

Sales of in-house developed security products. A major attraction of this role is working directly under the CEO.

Main Responsibilities:

- Lead generation (new and existing client development)
- Sales activities (proposal, order, contract, implementation, and post-sales follow-up)
- Negotiations with business partners
- Preparation of proposals and presentation materials
- Participation in exhibitions
- Creation of promotional videos for sales activities

Required Skills

Ideal Candidate Profile

- Interested in sales of IT technologies
- Experience in customer service or hospitality roles
- Proficiency in Excel, Word, and PowerPoint
- Motivated by building human connections
- Strong challenger mindset and proactive attitude

Requirements

Must-Have:

- Passion for learning IT industry knowledge, products, and technologies
- Strong interpersonal and communication skills (corporate sales)
- Japanese proficiency equivalent to JLPT N1
- Ability to take swift action as a salesperson

Preferred:

- Sales experience (new client acquisition and/or account management)

Company Description