

## 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**

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### 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

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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)

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Company Description