

**【インド駐在員】 BtoB Sales Account Lead 日本法人担当営業職**

未経験可 インド・グルガオン現地勤務 グローバルITコンサルティング企業

Job Information**Recruiter**

[Hire Pundit Japan Corporation](#)

Job ID

1593440

Industry

Business Consulting

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

India, Gurugram

Salary

Negotiable, based on experience

Refreshed

May 26th, 2026 18:53

General Requirements**Career Level**

Entry Level

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description**Key Responsibilities:**

- Identify and develop new business opportunities in the Indian market.
- Build and maintain strong relationships with Japanese clients and partners.
- Understand customer needs and present suitable IT infrastructure solutions.
- Collaborate with internal teams (technical, pre-sales, and support) to ensure customer satisfaction.
- Negotiate contracts and close deals to achieve sales targets.
- Participate in industry events, trade shows, and networking activities.

Required Skills**Required Skills & Qualifications:**

- Fluency in Japanese (Native or Business Level) and English is mandatory.
- Bachelor's degree in Business, IT, or a related field (not mandatory).
- 0-5 years of sales experience (IT sales preferred but not required).

- Strong communication, negotiation, and relationship-building skills.
- Ability to understand and convey technical concepts (training will be provided).
- Proactive, self-motivated, and result-oriented mindset.

Preferred Skills:

- Basic knowledge of IT infrastructure (Networking, Cloud, Servers, etc.).
- Experience working with Japanese clients or in a Japanese work environment.

Company Description