



## IT Sales

### Job Information

**Recruiter**

[Hi-Tech Japan K.K.](#)

**Job ID**

1595288

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

8 million yen ~ 20 million yen

**Refreshed**

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### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

#### Position Overview

We are seeking a motivated IT Sales Executive to drive business growth by identifying new opportunities, developing client relationships, and promoting technology solutions to enterprise and mid-market customers. The successful candidate will be responsible for the full sales cycle, from prospecting and lead generation to proposal development, negotiation, and closing.

#### Key Responsibilities

- Identify, develop, and pursue new business opportunities within assigned territories and target accounts.
- Generate and manage a healthy sales pipeline through outbound prospecting, networking, referrals, and marketing-generated leads.
- Understand customer business challenges and recommend appropriate IT solutions and services.
- Conduct client meetings, presentations, product demonstrations, and discovery sessions.
- Collaborate with technical teams, consultants, and solution architects to develop tailored proposals.
- Manage the complete sales process, including qualification, proposal submission, negotiation, and contract closure.
- Build and maintain long-term relationships with customers and key stakeholders.
- Maintain accurate pipeline, forecast, and customer information within CRM systems.
- Achieve and exceed quarterly and annual sales targets.

- Monitor market trends, competitor activities, and customer requirements to identify new opportunities.
- Work closely with internal teams to ensure successful project delivery and customer satisfaction.

#### Benefits

- Competitive salary and performance-based incentives
  - Career development and training opportunities
  - Flexible working arrangements
  - Exposure to leading technology solutions and enterprise customers
  - Collaborative and growth-oriented work environment
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#### Required Skills

##### Required Qualifications

- Bachelor's degree or equivalent professional experience.
- 3+ years of experience in B2B sales, preferably within IT, software, cloud, SaaS, cybersecurity, infrastructure, or technology services.
- Proven track record of achieving or exceeding sales targets.
- Experience managing the full sales cycle from prospecting to closing.
- Strong communication, presentation, and negotiation skills.
- Ability to engage with both business and technical stakeholders.
- Experience using CRM platforms such as Salesforce, HubSpot, or Microsoft Dynamics.
- Self-motivated, results-oriented, and able to work independently.

##### Preferred Qualifications

- Experience selling SaaS, cloud, AI, cybersecurity, data, infrastructure, or consulting services.
- Experience working with enterprise customers.
- Knowledge of solution selling methodologies such as MEDDPIC, Challenger, SPIN, or Value Selling.
- Experience collaborating with technical and pre-sales teams.
- Business-level English and/or Japanese language skills.

##### Key Competencies

- New Business Development
  - Account Management
  - Pipeline Generation
  - Relationship Building
  - Strategic Thinking
  - Negotiation and Closing
  - Customer-Centric Approach
  - Team Collaboration
  - Problem Solving
  - Forecasting and Sales Planning
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#### Company Description