Visual Alpha

# Solutions Sales Lead / Business Developer | ¥35M~¥40M Potential

**AI Sales | Uncapped Commission | Hybrid WFH**

## Job Information

**Hiring Company**
Visual Alpha K.K.

**Job ID**
1605195

**Industry**
Internet, Web Services

**Job Type**
Permanent Full-time

**Location**
Tokyo - 23 Wards

**Salary**
8 million yen ~ 12 million yen

**Salary Commission**
Commission paid on top of indicated salary.

**Work Hours**
In accordance with company regulations

**Holidays**
In accordance with company regulations

**Refreshed**
October 30th, 2026 01:00

## General Requirements

**Minimum Experience Level**
Over 6 years

**Career Level**
Mid Career

**Minimum English Level**
Business Level

**Minimum Japanese Level**
Native Level

**Minimum Education Level**
High-School

**Visa Status**
Permission to work in Japan required

## Job Description

**≪Job Description & Position Highlights≫**

- Own the full sales lifecycle for AI solutions, driving enterprise sales from pipeline generation to contract closing
- Create high-value business opportunities by solving financial workflow challenges with AI technology
- Remote-friendly environment with direct exposure to global teams and leading financial institutions
- Competitive ¥8M+ compensation with uncapped incentives and growth opportunities at a B2B AI startup

**【Job Responsibilities】**
You will own the full sales lifecycle — from sourcing and qualifying your own pipeline through to closing contracts. This is not a role for someone who waits for inbound leads or relies on a large support organization. You will be expected to operate with the resourcefulness and accountability.

- Drive outbound pipeline generation and account-based expansion
- Lead consultative, executive-level sales discussions with stakeholders, shaping client thinking
- Translate complex financial workflows into sharp business cases that quantify ROI across cost reduction, risk mitigation, and operational efficiency
- Own deal strategy end-to-end: map decision-makers, uncover budget and timeline realities, neutralize competitive threats, and drive to close
- Partner with product and engineering to scope solutions that are technically credible and deliverable — you are the bridge between client need and execution
- Maintain rigorous pipeline discipline: accurate forecasting, committed next steps, and deal momentum that never drifts
- Surface risks early and resolve them — no stalled deals, no surprises at quarter end

**< Key Focus Areas >**

1．Pipeline Generation & Revenue Growth

- Build and own a high-quality, sales-driven pipeline aligned with ICP
- Deliver 200–300% annual revenue growth

2．GTM & Sales Optimization

- Work closely with leadership to refine product-market fit
- Shorten sales cycles and improve conversion rates
- Develop repeatable, scalable sales playbooks
- Surface risks early and resolve them — no stalled deals, no surprises at quarter end

**< Opportunity >**

- Own and scale a revenue function at a breakout-stage B2B AI startup in Tokyo
- Work directly with top tier Japanese financial institutions on complex, high-value deals
- Strong upside compensation tied directly to the deals you close
- Build the commercial engine of a category-defining company, and grow with it

**< About Visual Alpha >**
Visual Alpha is building the vertical AI platform for financial data workflows.
We automate how financial institutions process, validate, and report data — replacing manual, error-prone workflows with AI-driven systems. Our platform handles both unstructured documents and structured data, delivering production-grade outputs across private assets, accounting, and reporting.
Already trusted by leading financial institutions in Japan, we're scaling rapidly to become the category leader in vertical AI for finance, in Japan and globally.

**【Employment Type】**
Full-time

**【Salary】**
¥8,000,000 - ¥12,000,000 / yr

*Notes
Compensation:

- Base salary with performance-based commission on new deal value
- Commission rate of 10–15% (based on involvement level) on first-year contract value
- Annual quota of ¥200M in new contract value
- On-target earnings of ¥35M–¥40M (base + comission)
- Uncapped upside above quota with accelerator kickers

**【Working Hours】**
In accordance with company regulations

**【Work Location】**
Tokyo, Japan
*Onsite

**【Holidays & Leave】**
In accordance with company regulations

**【Benefits & Welfare】**
In accordance with company regulations

## Required Skills

**【Required Skills】**

- Native Japanese, business-level English
- Proven track record of independently closing enterprise B2B deals
- Direct experience selling into financial institutions

- Ability to lead senior, consultative sales discussions without a script
- Strong written skills, able to produce high-quality ROI proposals and solution documentation
- Demonstrable pipeline generation through outbound, not inbound dependence

**【Preferred / High-Impact Experience】**

- Startup experience — ideally at a company that was early-stage when you joined
- Domain knowledge in investment management, private assets, fund operations, or financial data
- Background in fintech, SaaS, or AI-driven enterprise software
- Experience navigating complex multi-stakeholder enterprise procurement processes
- Quantitative or STEM academic background

**【Who We Are Looking For】**

- Startup-Oriented Builder
- Analytically Sharp
- Finance Domain Fluency
- Ownership-Oriented Executor

## Company Description