



Launch Your Tech Sales Career with a Global Industry Lead!!

Job Information

Recruiter

SPOTTED K.K.

Hiring Company

Global Tech Company

Job ID

1605257

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 8 million yen

Refreshed

August 13th, 2026 00:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Sales Development Representative (B2B Technology Sales)

Tokyo | Hybrid | Full-time

Are you passionate about technology and enjoy connecting with people?

We're partnering with a **global technology services company** supporting one of the world's leading cloud technology providers. As the business continues to grow in Japan, we're looking for ambitious and driven **Sales Development Representatives** to join a high-performing commercial team.

Whether you're looking to build a long-term career in technology sales or take the next step in your B2B sales journey, this is an excellent opportunity to work with world-class clients, receive structured training, and grow within an international organization.

What You'll Be Doing

- Generate new business opportunities through outbound phone calls and email campaigns.
- Identify, qualify, and nurture B2B sales leads.
- Engage with decision-makers across a variety of industries.
- Collaborate closely with Account Executives and Sales teams to build a strong sales pipeline.
- Maintain accurate customer and activity records using Salesforce CRM.
- Contribute to sales campaigns supporting one of the world's most recognized cloud technology platforms.

What We're Looking For

- 1–2+ years of experience in outbound sales, inside sales, or business development (B2B experience preferred).
- Strong communication and relationship-building skills.
- Experience using CRM tools such as Salesforce is an advantage.
- Interest in cloud technology, IT, or digital transformation.
- Native-level Japanese (or JLPT N1 equivalent).
- Basic English communication skills.

What's in It for You?

- Hybrid working environment.
- Permanent full-time employment.
- Competitive salary with KPI-based bonus.
- Comprehensive onboarding, mentoring, and continuous training.
- Health insurance and generous paid leave.
- Education and professional development support.
- Clear career progression into Account Executive, Customer Success, or Sales Leadership roles.
- Opportunity to work alongside global teams in a fast-paced technology environment.

Why Apply?

This is more than an SDR role—it's an opportunity to build your career with a global organization at the forefront of technology. You'll receive the support, training, and exposure needed to develop into a successful enterprise sales professional while working on one of the world's leading cloud technology ecosystems.

If you're motivated, eager to learn, and excited by the challenge of building relationships and creating new business opportunities, we'd love to hear from you.

Apply now or reach out to divya@spotted.co.jp for a confidential discussion.

Company Description