



【Sales Enablement Specialist】Global Tech| Upto 12M

Job Information

Recruiter

SPOTTED K.K.

Job ID

1605258

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 12 million yen

Refreshed

July 30th, 2026 15:44

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are Hiring | Senior Specialist, Sales Trainer | Tokyo (On-site)

Are you passionate about developing high-performing sales teams and helping people unlock their full potential?

I am partnering with a **global technology and business services leader** to hire a **Senior Specialist, Sales Trainer** who will play a key role in driving sales excellence across enterprise sales programs.

If you enjoy coaching, facilitating engaging training sessions, and using data to improve sales performance, this could be an exciting opportunity for you.

What You will Be Doing?

- ✓ Deliver engaging sales training programs for inside sales and B2B sales teams
- ✓ Coach sales professionals to improve performance and achieve revenue targets
- ✓ Design and enhance sales training content tailored to client needs
- ✓ Analyze sales performance and customer insights to identify coaching opportunities
- ✓ Measure training effectiveness and continuously improve learning outcomes
- ✓ Partner with stakeholders to build a culture of continuous learning and sales excellence

What We are Looking For?

Experience in Sales Training, Sales Enablement, Learning & Development, or Sales Coaching

Strong understanding of B2B sales processes and customer engagement

Excellent presentation, facilitation, and communication skills

Ability to analyze performance data and translate insights into effective coaching strategies

Passion for developing people and improving sales performance

Why Join?

Work with a global organization supporting some of the world's leading technology brands

Make a direct impact on sales performance and business growth

Collaborate with talented teams in a dynamic, fast-paced environment

Excellent learning and career development opportunities

Be part of a culture that values innovation, collaboration, and continuous improvement

If you are looking to take the next step in your career as a **Sales Trainer or Sales Enablement professional, I would love to connect for a confidential conversation.**

Send me a direct message or an email to divya@spotted.co.jp to learn more.

If this role isn't for you, I'd appreciate it if you could share it with someone in your network who may be interested.

#Hiring #SalesTrainer #SalesEnablement #LearningAndDevelopment #SalesCoaching #B2BSales #Training
#EnterpriseSales #TokyoJobs #JapanJobs #TechCareers #Recruitment #Spotted

Company Description