



Sales Manager | 営業マネージャー

Global company | Permanent role

Job Information

Recruiter

Hi-Tech Japan K.K.

Hiring Company

Global company that builds, manages, and operates data centers

Job ID

1608011

Industry

Real Estate Brokerage, Management

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 30 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

September 2nd, 2026 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

The Sales Manager is responsible for driving revenue growth, managing key customer relationships, and developing strategic sales plans to expand market presence.

This role requires a deep understanding of the data center ecosystem, including infrastructure, services, and emerging technology trends.

The Sales Manager will collaborate with cross-functional teams to deliver tailored solutions, ensuring customer satisfaction and achieving sales objectives.

本ポジションは、収益拡大の推進、主要顧客との関係構築、市場プレゼンス拡大に向けた戦略的な営業計画の立案・実行を担います。

このポジションには、データセンターのエコシステム（インフラ、サービス、最新のテクノロジートレンド）に対する深い理解が求められます。

また、部門横断的なチームと連携し、顧客ごとに最適なソリューションを提供することで、顧客満足度の向上と営業目標の達成を目指します。

Required Skills

Required Experience:

- 10+ years of relevant experience in enterprise sales.
- 5+ years of sales experience in the Data Center industry
- Proven track record of negotiating and closing enterprise-level transactions.
- Solid understanding of key contract terms and business negotiations.

必須経験：

- ・エンタープライズ営業における10年以上の経験
- ・データセンター業界での営業経験5年以上
- ・大規模取引の交渉・契約締結における実績
- ・契約条件やビジネス交渉に関する深い理解

Company Description