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
November 11th, 2026 06:00

General Requirements

Minimum Experience Level
Over 3 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

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