

【Sales Manager】 Fast-Growing Tech Company

Job Information

Recruiter
SPOTTED K.K.

Hiring Company
SPOTTED

Job ID
1609125

Industry
Other (IT, Internet, Gaming)

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

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 4th, 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
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Our client is a leading company in the data center industry, specializing in the planning, development, operation, and maintenance of data centers. They are looking for an experienced Sales Manager to drive business growth and develop relationships with enterprise customers across Japan. This role offers the opportunity to work on strategic enterprise sales and complex data center solutions, while collaborating closely with sales, engineering, operations, finance, and management teams.

Responsiblities:

- Develop and execute sales strategies to drive revenue growth and market expansion
- Build and manage relationships with enterprise customers
- Identify and develop new business opportunities within the data center market
- Propose tailored data center and colocation solutions based on customer requirements

- Lead customer meetings, presentations, proposals, and commercial negotiations
- Develop and manage sales pipelines, forecasts, and opportunities
- Work with internal engineering and operational customer solutions
- Represent the company at relevant industry events and conferences

Required Skills

- 7+ years of enterprise sales experience
- 3+ years of sales experience in the data center industry — essential
- Proven track record of negotiating and closing enterprise-level deals
- Strong understanding of the data center ecosystem, infrastructure, services, and connectivity
- Strong customer relationship management and business development skills
- Excellent analytical, negotiation, and problem-solving abilities
- Native-level Japanese
- Business-level English

Nice to have:

- Experience with data center or colocation solutions
- Experience with Salesforce or other CRM platforms
- Experience with financial analysis and deal economics
- Strong technical understanding of data center solutions
- Experience in prospecting and new business development

Company Description