



【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

August 26th, 2026 16:32

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

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.

Responsibilities:

- 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
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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
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Company Description