



Business Development & Sales (Global IT | Bilingual (EN/JP))

Global Team • B2B Sales • Hybrid • Nagoya

Job Information

Recruiter

GDI Communications Inc.

Job ID

1611534

Industry

IT Consulting

Job Type

Contract

Location

Aichi Prefecture, Nagoya-shi Nakamura-ku

Salary

5 million yen ~ 8 million yen

Salary Bonuses

Bonuses included in indicated salary.

Work Hours

9:00–17:45 (incl. 1-hour lunch break)

Refreshed

September 24th, 2026 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

A large ICT company operating nationwide and overseas on a variety of innovative projects is seeking a Business Development Sales Specialist to join its Nagoya project.

Position Highlights

- Global IT business development & sales role
- Lead customer projects and stakeholder coordination
- Work in a highly international, bilingual environment

- Exposure to cloud/IT products and developers
- Hybrid work in central Nagoya

Tasks & Responsibilities

- Overall management of customer projects, including preparing product introduction materials and conducting product introduction/sales activities for potential users
 - Manage progress with various stakeholders involved in projects and conduct regular meetings
 - Manage various project-related documents and contracts (in both Japanese and English), and coordinate with other departments as necessary
 - Support the preparation and creation of planning and strategy materials to drive projects forward
 - Prepare quotations for provided tools based on the needs of potential users and provide support through the billing process
 - Participate in multilingual meetings in Japanese and English, facilitate and plan meetings, and prepare related materials
-

Required Skills

Must-Have Skills & Experience

- 3+ years of sales experience
- Excellent communication skills in both Japanese and English
- Experience compiling and analyzing data using MS Excel, Google Sheets, or similar tools
- Proficiency in Office tools (Word/PowerPoint/Excel) and ability to prepare materials based on given instructions
- Experience studying abroad, living overseas, or working with foreign nationals at a foreign-affiliated company
- Ability to proactively and appropriately communicate in a business setting, even with people you are meeting for the first time
- Willingness to ask questions when something is unclear, and approach work with a positive attitude

Desired Skills & Experience

- Cloud and/or development-related certifications are a plus, as the role involves frequent communication with developers
 - Practical experience in legal-related work
 - B2B sales experience
 - Knowledge of cloud services
 - Experience with international transactions, including compliance with the Foreign Exchange and Foreign Trade Act, foreign exchange matters, and withholding tax
 - Experience actively participating in and providing explanations during meetings conducted in multilingual environments, including Japanese and English
-

Company Description