Sales Development Associate - Japanese Speaker

Job Information

Hiring Company
EcoVadis

Job ID
1612705

Industry
Software

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
3.5 million yen ~ 4 million yen

Salary Commission
Commission paid on top of indicated salary.

Refreshed
November 3rd, 2026 11:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Entry Level

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

EcoVadis seeks a high energy and dynamic Sales Development Representative (SDR) to join our highly successful team in Tokyo.
SDRs are responsible for prospecting and outreaching activities on target accounts with a focus on engaging and qualifying all prospective customers. This role has the opportunity to be the first touch point for the largest firms in your area to evangelize the importance of Sustainability and ESG in global supply chains.

Responsibilities:

- Generating new business opportunities to fuel revenue for EcoVadis
- Conducting high-level discovery and educational conversations with Senior Executives (Directors of Sustainability or Procurement) in target accounts
- Scheduling qualified meetings for Account Executives
- Advocating the importance of sustainability and corporate social responsibility (CSR) for the supply chain of Global 2000 companies

- Leveraging your teammates (Marketing and Account Executives) to develop target lists, call strategies, and messaging in order to drive opportunities in regional areas
- Maintaining an activity (emails, calls, LinkedIn) volume with the intent to qualify leads and create pipeline growth
- Meeting or exceeding your quota
- Staying up-to-date on industry trends and competition
- Reporting results on a weekly basis, both qualitative and quantitative
- Quarterly business plan creation, reporting, and presentation to all key stakeholders
- Recording and documenting all calls and communications in Salesforce.com in order to identify trends for improvement
- Leveraging social networks for sales opportunities and leads

Required Skills

Qualifications

You will be engaging, personable and customer-focused with an exceptional level of drive, a desire to learn new skills and build a successful career in sales. Additionally, you will bring:

- Bachelor’s degree in business, sustainability, procurement or a related field
- Work experience in sales development, lead generation, sales and/or marketing (cold calling or prospecting experience preferred)
- Voluntary or work experience in sustainability, CSR or procurement would also be considered
- **Fluency in English and Japanese (written and verbal) as you will discussing complex sustainable procurement solutions in these languages. Any additional APAC language would be a plus**
- Proficiency with Salesforce, LinkedIn or other sales tools would be advantageous
- Self-disciplined with the ability to prioritize, manage time effectively and know when to ask for help
- Superior active listening skills, quick thinking and resilience

Company Description