Director of Sales Advisory - Independent Contractor

Google Maps–based enterprise solutions

Job Information

Hiring Company
Navagis, Inc.

Job ID
1613005

Division
Sales

Industry
Software

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

Non-Japanese Ratio
Majority Japanese

Job Type
Freelance

Location
Tokyo - 23 Wards

Salary
Based on hourly rate

Hourly Rate
6,000 - 8,000 per hour (Determined based on experience & scope)

Work Hours
Approximately 10-18 hours per week

Holidays
In accordance with company regulations

Refreshed
November 26th, 2026 00:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Executive

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

≪Job Description & Position Highlights≫

- Lead sales strategy, proposal development, closing support, and coaching for junior sales members
- Drive new market opportunities in cutting-edge Location Intelligence and make a significant business impact
- Collaborate with top talent, including former Google professionals, while gaining cutting-edge knowledge and skills
- Enjoy flexible working hours of approximately 10–18 hours per week with opportunities for long-term contract renewal

【Job Responsibilities】
We are in need of a Director of Sales Advisory to join us as an independent contractor to support our team in Tokyo, Japan. If you are an independent problem solver, have a strong drive to excel, and are looking for an opportunity to grow fast and to make a big impact, this is the right place for you.

< Your Role >

- Support the design and execution of sales strategies for referral- and inbound-driven opportunities.
- Review and improve proposal direction for existing opportunities, including issue clarification, proposal development, and closing strategy.
- Support customer communication and proposal processes, and provide improvement suggestions for new leads.
- Provide strategic input for collaboration with Google and other partners.
- Identify and provide insights on market opportunities in areas such as EV/mobility, disaster prevention, and logistics.
- Provide input to the business and product teams based on insights gained from customers and the market.
- Join the monthly sales meeting, catch up on sales status, and suggest improvement actions.
- Provide coaching and mentoring to younger sales members to help strengthen and elevate our solution sales function.

< Why Join Us >

- Highly flexible and Long Term environment. Our Executive Team is mostly comprised of Ex-Googlers. We work hard and have fun while doing it! We have an active international community. We also offer comprehensive benefits in all the countries we operate in.
- Our employees develop and support high-end solutions. Every day, we push technical boundaries to advance the field of Location Intelligence. We believe mapping is essential to the world and we are extremely dedicated when it comes to quality and performance.
- Learn from the BEST and make a difference. Our team is composed of some of the best engineers in the world. As a young dynamic company, the work you do will make a big difference. At Navagis, you will be surrounded by top talent who have years of experience in mapping and cloud infrastructure, deep learning, and more.

< About Us >
Navagis is a Google Cloud Premier Partner based in the US with offices in San Francisco, Japan, Singapore, and the Philippines. Navagis is a Location Intelligence company that empowers organizations to leverage geospatial information to efficiently run their multiple operations via web and mobile applications. Navagis software solutions are built using Google Maps and Google Cloud technologies and open systems to integrate various information sources into a map-driven common operating picture for the entire enterprise.

【Employment Type】
Independent Contractor
*The initial contract period is expected to be six months, with discussions for renewal in six-month or one-year terms depending on business needs and mutual agreement.

【Salary】
Based on experience and skill level

【Working Hours】
Can commit to an expected workload of approximately 10-18 hours per week
*details will be discussed and determined based on mutual agreement.

【Work Location】
In accordance with company regulations

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【Requirements】

- Experience in consultative sales involving intangible services, IT solutions, consulting services, or similar offerings.
- Proven success in consultative sales, with hands-on experience across the full sales process from proposal to closing.
- Experience in sales strategy design, proposal review, pipeline management, and closing support.
- Experience advising, developing, or managing sales members.
- Experience working with multiple internal and external stakeholders to move deals or projects forward.
- Business-level English
- Interest in IT, location intelligence, Google Maps Platform, Google Cloud, and mobility-related fields
- Comfortable working as an Independent Contractor.

- Can commit to an expected workload of approximately 10-18 hours per week (details will be discussed and determined based on mutual agreement).

Company Description