【SaaS・ソフト・再生可能エネルギー】　Sales Manager – Japan｜（営業マネージャー｜英語・日本語）

Job Information

Hiring Company
thingnario Japan K.K

Job ID
1617070

Industry
Software

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

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Chiyoda-ku

Salary
6.5 million yen ~ Negotiable, based on experience

Salary Bonuses
Bonuses paid on top of indicated salary.

Work Hours
9am ~ 6pm JST

Holidays
会社の規定に準ずる

Refreshed
November 25th, 2026 14:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Other Language
Chinese (Mandarin) - Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

About thingnario

thingnario is an AIoT and SaaS energy technology company focused on solar PV monitoring, energy management, energy storage, and renewable energy solutions.

Our Photon platform supports more than 11,000 renewable energy sites, and we are continuing to expand our presence in Japan and other overseas market.

Position Overview

This position is designed for a Sales Manager who will primarily focus on channel sales through distributors and trading companies, while also taking responsibility for building sales channels, driving revenue growth, and conducting pre-sales activities in the Japanese market.

The Sales Manager will work closely with the Japan Business Lead and independently drive sales activities, with support from regional technical, pre-sales, and operations teams.

What You'll Do

- Identify, develop, and manage relationships with distributors, trading companies, and other channel partners in Japan.
- Drive sell-in and sell-out activities together with partners' sales teams.
- Develop new business opportunities across the renewable energy ecosystem, including EPCs, IPPs, PPAs, equipment providers, and related solution partners.
- Understand customer and partner needs and introduce suitable hardware and SaaS solutions.
- Work closely with our Japan business lead and regional teams to align sales priorities and market strategies.
- Coordinate with pre-sales and technical colleagues on product demonstrations, solution proposals, and technical discussions.
- Manage the full sales cycle, including prospecting, partner engagement, proposal development, negotiation, and closing.
- Build a healthy sales pipeline, provide regular forecasts and market updates, and share customer insights with internal teams.
- Support partners with product knowledge, sales materials, customer meetings, and day-to-day commercial coordination.

Required Skills

What We're Looking For

- At least 5 years of B2B sales or business development experience in renewable energy, energy technology, industrial technology, or a related field.
- Proven experience selling hardware, software, or integrated solutions for a manufacturer or technology provider.
- Experience developing or managing distributors, trading companies, or other channel partners.
- Strong understanding of the Japanese business environment and established business practices.
- Good knowledge of the renewable energy market in Japan and the ability to discuss relevant technologies from a commercial and pre-sales perspective.
- Professional fluency in Japanese, with strong communication, presentation, negotiation, and relationship-management skills.
- A self-starter who can work independently and manage priorities effectively in a remote-working environment.
- A positive, resilient, and collaborative mindset, with the flexibility to navigate ambiguity and cultural differences.

Nice to Have

- Experience working in a foreign or multicultural company.
- Existing networks among renewable energy distributors, trading companies, EPCs,IPPs, PPAs, or equipment providers in Japan.
- Experience with solar PV monitoring, energy management systems, energy storage, or energy SaaS solutions.
- Business-level English or Mandarin Chinese for cross-border collaboration.

How We Work

This position will work closely with our Japan business lead on market direction and commercial priorities.

Technical and pre-sales support will be provided by regional colleagues, while our operations team will assist with logistics and day-to-day coordination.

The role requires the ability to work independently from home while staying closely connected with internal teams and partners.

Location

Greater Tokyo — Remote, with domestic travel for customer and partner meetings as needed.

Company Description