



Director- Sales Manager

Job Information

Recruiter

JAC International Co., Ltd.

Hiring Company

Global Financial Services

Job ID

1618893

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

October 22nd, 2026 17:50

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Responsibilities

Lead and develop a high performing pre-sales team consists of Product Specialists and Solution Specialists to exceed annual revenue and growth targets

Drive prospecting activity and expand product adoption through both new client acquisition and cross selling into existing accounts

Guide the team through the full sales cycle, including lead generation, pitching, demos, proposal creation, and deal closure

Develop complex, client centered solution proposals leveraging company Analytics' full suite of products, services, and intellectual property

Collaborate with Front-line Sales, Subject Matter Experts, Product Specialists, and Delivery teams to advance opportunities and demonstrate end to end solution value

Build and maintain strong relationships with key market participants and strategic partners, overseeing partnership based sales activity in the Japan market

Introduce leads to other business units to reinforce company long term value and annuity driven business model

Support post sales implementation activities to enhance client satisfaction and uncover expansion opportunities

Provide continuous coaching, skill development, and performance management for team members

Skills and Competencies

Extensive experience leading high performing pre-sales teams within financial services, driving measurable revenue growth
 Deep understanding of credit, risk, and capital markets concepts to engage effectively with senior banking and financial professionals
 Proven ability to develop and execute strategic sales plans that deliver enterprise wide solutions across complex client organizations
 Strong communication, presentation, and negotiation skills with the ability to influence stakeholders at all levels
 Excellent relationship building capabilities, fostering trust with clients, partners, and internal teams
 Basic understanding of artificial intelligence concepts, with curiosity and enthusiasm for learning how AI tools can be used to improve processes and drive efficiency. Interest in exploring AI systems and a willingness to develop awareness of responsible AI practices, including risk management and ethical use.

Education

Bachelor's degree required
 Master of Business Administration (MBA) preferred

Employee Benefits:

- Various social insurances (employee pension insurance, health insurance, employment insurance, workers' compensation insurance)
- Corporate defined contribution pension plan
- Employee stock ownership plan

Required Skills

Skills and Competencies

Extensive experience leading high performing pre-sales teams within financial services, driving measurable revenue growth
 Deep understanding of credit, risk, and capital markets concepts to engage effectively with senior banking and financial professionals
 Proven ability to develop and execute strategic sales plans that deliver enterprise wide solutions across complex client organizations
 Strong communication, presentation, and negotiation skills with the ability to influence stakeholders at all levels
 Excellent relationship building capabilities, fostering trust with clients, partners, and internal teams
 Basic understanding of artificial intelligence concepts, with curiosity and enthusiasm for learning how AI tools can be used to improve processes and drive efficiency. Interest in exploring AI systems and a willingness to develop awareness of responsible AI practices, including risk management and ethical use.

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさらに的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介します。

?

We provide specialized proactive recruitment support to multinational clients who are setting up new operations or are expanding existing business and seeking further growth in the Japanese market. As the first Japanese recruitment company to set up operations in the UK in 1975, understanding foreign cultures is second nature to us. With our extensive global network and historically leading position as recruitment consultancy to Japanese corporations, we have access to an unrivaled pool of bilingual Japanese and foreign professionals. Our professional consultants are experts in a range of industries and functions and all have extensive multicultural experience. Based on JAC's unique history, culture and market strength, JAC International was founded to provide dedicated support to our multinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.