

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
November 5th, 2026 01:00

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
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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いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

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