Data Sales Director, Japan

Grow satellite imagery sales in Japan

Job Information

Recruiter
Cornerstone Recruitment Japan K.K.

Job ID
1623234

Industry
Other (Infrastructure)

Job Type
Permanent Full-time

Location
Tokyo - Other Areas

Salary
Negotiable, based on experience

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General Requirements

Minimum Experience Level
Over 1 year

Career Level
Executive

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

Location Tokyo, Japan

Job Type Permanent full-time

Japanese Strong written and spoken skills

English Strong written and spoken skills

Grow the Japan business of a global Earth observation company. You'll win new customers for satellite imagery, build relationships across government and security markets, and own the sales cycle from territory planning through contract close.

Responsibilities

- Build a territory plan, qualify opportunities, and manage the Japan sales pipeline.
- Develop executive relationships directly and through agencies, vendors, and partners.
- Prepare customer proposals, negotiate complex agreements, and close high-value deals.
- Support strategic accounts and guide opportunities through Japanese public-sector procurement.

Work Conditions

- Domestic and international travel is required.
- Employment is subject to applicable security screening.

Apply through CareerCross.

Required Skills

Required Qualifications

- Demonstrated success winning new business in Japan.
- An established customer network in Japan, particularly across defense, intelligence, or security.
- Experience negotiating complex agreements and closing high-value deals.
- Ability to manage a sales pipeline independently, with strong written and spoken Japanese and English.

Preferred Qualifications

- Sales experience in geospatial data, satellite imagery, or Earth observation.
- A background in aerospace, defense, consulting, or related technology.
- Knowledge of partner ecosystems in Japan and across Asia-Pacific, including public-sector procurement.

Company Description

Confidential client