【Tokyo】Sales Development Representative | IT SaaS | NinjaOne

JPY 8–11M OTE | Hybrid | Global SaaS

Job Information

Hiring Company
NinjaOne

Job ID
1623665

Industry
Internet, Web Services

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ 11 million yen

Work Hours
In accordance with company regulations

Holidays
In accordance with company regulations

Refreshed
November 20th, 2026 13:20

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Generate leads and create sales opportunities through client outreach
- Build IT sales skills through cold calling and consultative selling
- Grow your career in a global team at a fast-growing company
- Earn JPY 8M–11M with hybrid work and free office lunches

【Job Responsibilities】
As a Sales Development Representative, you will research potential clients, connect with and educate prospects, and qualify leads. You will do this through outreach in the form of cold calls, emails, or social networking with the purpose of scheduling

demos for your Account Executive.

If you come from a non-tech sales background (such as car sales, insurance sales, phone sales, logistics sales, or similar) or a technical background (cybersecurity, computer science, IT, or similar) and are excited to take a next step into a tech sales career... we'd love to have you apply

< What You'll be Doing >

- Grow your individual book of business by proactively generating new qualified leads
- Identify, connect with, qualify, sort, and track leads
- Hustle to achieve and exceed various core metrics, quotas, and KPIs as set by your manager, such as a minimum number of daily cold calls, emails, etc.
- Display exceptional cold-call prospecting using consultative phone skills, including the ability to clearly articulate, inspire, project confidence, influence, overcome objections, and remain resilient throughout
- Utilize Salesforce to ensure activities are documented properly, contact information remains updated, opportunities are forecast accurately, and adequate information regarding the prospect and/or opportunity is communicated
- Maintain knowledge of market conditions and competitive activities
- Other duties as needed

< About Us >
NinjaOne unifies IT to simplify work for nearly 40,000 customers in 140+ countries.
The NinjaOne Unified IT Operations Platform delivers endpoint management, autonomous patching, backup, and remote access in a single console to improve efficiency, increase resilience, and reduce spend. By automating IT and managing all endpoints, organizations give employees a great technology experience at work.
NinjaOne is obsessed with customer success and has retained a 98% customer satisfaction score for more than 5 years.

【Employment Type】
Permanent employee

【Salary】
This role is eligible for an annual compensation package consisting of a base salary and variable incentive compensation.
The expected annual salary/On-Target Earnings (OTE) for this position range from JPY 8,000,000 – JPY 11,000,000 depending on experience, skills, and qualifications.
The specific mix of base salary and variable incentive compensation will be discussed during the interview process.

【Working Hours】
In accordance with company regulations

【Work Location】
Tokyo – remote/hybrid

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】

- We are a collaborative, kind, and curious community
- We offer a hybrid work environment and free in-office lunches.
- We reward your work with opportunity for growth and advancement
- Grow personally and together with one of the fastest growing companies globally
- Develop your skills through our renowned training platform
- Receive competitive compensation
- Collaborate with an amazing international workforce

Required Skills

【Requirements】

- Competitive eagerness to set yourself apart and achieve success
- Native Japanese speaker with business-level English proficiency (written and spoken)
- Aggressive, energetic self-starter who enjoys working in a quota-driven environment, works well under pressure, and enjoys being on a large team
- Superior verbal and written communication skills via phone and email, with a keen attention to detail and excellent follow-up skills
- Excellent listening and analytical skills to assess the interests of prospects
- Experience meeting minimum call volume and/or talk-time goals
- Strong organizational skills and ability to manage time and workload
- Technical aptitude and the ability to successfully demonstrate and convey the value proposition behind NinjaOne's IT management software
- Coachable and eager to learn, with a solid work ethic and positive attitude
- Ability to work independently, prioritize tasks, honour rules of engagement, and follow policies, processes, and procedures
- Bonus Skills include experience with Salesforce (or other CRM), SalesLoft, and other sales tools; as well as experience specifically working in or with, or selling, to IT departments, Resellers, MSPs, and Director/C-Level IT executives

【About Reqruiting】

- Applicants must hold valid working rights in Japan at the time of application. We are unable to provide visa

sponsorship for this role.
- We are an equal opportunity employer in accordance with Japan's Labor Standards Act and the Act on Securing Equal Opportunity and Treatment between Men and Women in Employment. All applicants will receive fair consideration for employment regardless of nationality, gender, age, disability, or background. We are committed to fostering an inclusive and respectful workplace for all employees.

Company Description