



Sales Account Executive, Edtech

Job Information

Hiring Company[MyJoVE Corporation](#)**Subsidiary**

JoVE

Job ID

607369

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

June 4th, 2025 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

JoVE is the world-leading producer and provider of science video solutions with the mission to improve scientific research and education. Millions of scientists, educators and students use JoVE for their research, teaching and learning. Our institutional clients comprise over 1,000 universities, colleges, and biopharma companies, including such leaders as Harvard University, The University of Tokyo, Teikyo University, Showa University. As a rapidly growing company, with offices in the North America, EMEA and Asia servicing clients in over 60 countries, we are seeking talented and ambitious individuals to join our company.

The Role

We are looking for dedicated sales professionals to drive the adoption of JoVE products at universities, and colleges. If you're eager to advance your career in sales and grow with a dynamic team, this is the perfect opportunity for you.

Responsibilities:

- Own full sales cycle, from prospecting to close. Meet or exceed sales goals.
 - Craft and execute your territory sales plan.
 - Conduct daily outreach to build & progress new business opportunities and to maintain the existing book of business.
 - Present the product, online and in-person, to researchers, teaching faculty, and academic librarians.
 - Analyze market trends and make data-driven decisions on priorities in your work.
 - Proactively communicate with clients and users through emails, calls and in-person meetings.
 - Work effectively with team members in customer success and marketing to deliver on sales targets.
 - Attend tradeshow and participate in other marketing activities.
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Required Skills

- **Requirements:**

- A Bachelor's degree.
- 3+ years of experience in sales, preferably in EdTech, STEM Publishing or SaaS.
- Fluent Japanese communication skills.
- Excellent communication, presentation, and negotiation skills in person and online.
- Self-motivated, initiative, results-oriented, and willing to learn new skills.
- A drive to succeed and a proven ability to be resilient and overcome challenges.
- Experienced with Salesforce and platforms such as Hubspot.
- Confidence in working with clients and product users

Why Join JoVE?

- A competitive compensation package including unlimited commissions on your sales.
 - You will make a direct impact in accelerating science research and education.
 - Opportunity to work with global teams and in an environment that promotes innovation and collaboration.
 - Our strong promotion from within culture draws a clear path to advance your career with us.
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Company Description

JoVE is the world leader in providing visual scientific education and learning solutions to support the needs of scientists, faculty and students in research and academic environments. Our institutional clients include more than 900 universities, colleges and biotech/pharma companies worldwide, including such leaders as Harvard, MIT, Yale, Stanford and Princeton. We are a rapidly growing and profitable company with offices in the US, UK, and Australia. Our team works in a fast paced, fun, and friendly environment and we are constantly seeking talented individuals to help us expand our business.