



## Software Sales

**Stable and growing IT company**

### Job Information

#### Recruiter

Propel Consulting K.K.

#### Job ID

649456

#### Division

Sales

#### Industry

Software

#### Company Type

Small/Medium Company (300 employees or less) - International Company

#### Non-Japanese Ratio

(Almost) All Japanese

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

12 million yen ~ 25 million yen

#### Refreshed

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### General Requirements

#### Minimum Experience Level

Over 6 years

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Fluent

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

#### Position Summary:

- Attending initial sales meetings and meeting the client
- Determining a client's business requirements and whether the products being considered are suitable
- If necessary, presenting your findings to a technical team to act on, and then to the client
- Working directly with end users and/or through channel partners, drive the entire sales cycle from the initial customer

- engagement to closing the sale, involving and leveraging internal technical and management resources as appropriate
- Create and maintain a strong sales pipeline to achieve revenue targets

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## Required Skills

University or College Graduate.

Languages: Japanese – Fluent / English – Business Level

Requirements:

- Excellent selling skills
- Excellent technical knowledge
- Initiative
- Presentation skills
- The ability to write reports and proposals
- The capacity to work well on your own or in a team
- Negotiating skills
- The ability to manage your time and plan your day effectively
- Minimum of 5 years' experience B2B selling Enterprise Software solutions to a matrix of decision makers and influencers.
- Experience and knowledge of the Finance or Insurance industry preferred
- Able to leverage existing relationships and contacts with key decision makers and influencers.
- Demonstrate a creative approach with a proven ability to open new customer accounts and recruit new channel partners

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## Company Description

Propel Consulting is an Executive Search Company based in Tokyo. We specialise in providing international businesses with bilingual executives and mid-level professionals.

Our team of experienced consultants collaborate to identify and service the unique needs of candidates and clients across a wide range of industries. We achieve excellence by developing creative solutions that utilise our broad-reaching networks, technology based tools and relevant expertise.

Our innovative approach ensures that we can introduce the best candidates to our clients and the best opportunities to our candidates.

We have helped numerous professionals to join some of the leading international companies in Japan. Our experience enables us to provide candidates with the best opportunities available in their industry.

We will also provide help and support throughout the entire process including: interview advice, resume tips, compensation negotiation and helping you to resign from your present position.

For more information about Propel Consulting, please visit our website: <http://www.propel.jp>