

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
November 16th, 2026 03:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

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

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

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