



## Sales Director, Japan

**Good salary, executive role**

### Job Information

**Recruiter**

[Propel Consulting K.K.](#)

**Job ID**

780838

**Industry**

Hardware

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

12 million yen ~ 25 million yen

**Refreshed**

December 31st, 2025 06:00

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

Responsible for Mobile, Fixed Telephony and Enterprise customers in Japan,

Management of partners/channels, direct accounts, and also subordinates(sales teams).

Achieve sales target through identification and qualification of prospects.

Develop strategies based on the feedback of the customer and market environment.

Develop new leads and opportunities to meet the pipeline requirements.

Establish a strong market presence within the assigned territory.

(Posted by RDMP)

## Required Skills

Experience in selling to Telecom Service Providers, and/or Government, and/or Transportation, Utilities etc.

Experience working in a "gaishike"

Experience in working with partners/distributors

Native Japanese and good English – written and spoken

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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.co.jp>