

【Sales／法人営業・提案営業】外資系企業のクライアントを担当 | フレックス制◎ | 英語力を活かせます◎

クラウドでの人事・給与関連システムとアウトソーシングの導入提案

募集職種

採用企業名

株式会社クロスヴィジョンインターナショナル

求人ID

1538857

部署名

Sales & Marketing

業種

その他（サービス）

会社の種類

中小企業（従業員300名以下）

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区, 港区

最寄駅

千代田線、 赤坂駅

給与

450万円～600万円

ボーナス

固定給+ボーナス

勤務時間

標準勤務時間 9:00-18:00 フレックスタイム制、在宅勤務あり

休日・休暇

完全週休2日制（土・日）、祝日、年末年始休暇、慶弔休暇、有給休暇有

更新日

2025年05月29日 00:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Our sales team is the “heart” of the company. It is responsible for cultivating new clients as well as securing business for CVi. Our clients range from highly respected multinational organizations to medium and small innovative businesses. As a sales-centric company, we recognize that the individuals who attract new business and manage current clients are crucial to our success.

In Sales, you will:

- Be Part of a Winning Team. As a member of our sales team, you will have the opportunity to work with others who are performance-oriented and who have succeeded in a fun, fast-paced, ever-changing environment.
- Become an Expert. Learn how to do better prospecting, presentations and to develop solution selling skills so you can succeed in a competitive sales driven environment.
- Manage Projects and Clients. You will use your sales knowledge to manage projects and sales prospects.
- Be Recognized and Rewarded. For outstanding performers, we offer multiple advancement opportunities and long term career potential.

Does this sound like a good match for you? CVi provides you with the tools and the flexibility to create your own career path. We will encourage you to continue improving upon your skills and knowledge. CVi's multiple business units offer sales personnel with more avenues to broaden their skill set through working with different products, services and /or client groups. A career in sales can serve as a stepping stone to other positions in CVi, such as product marketing, project management and operations.

Job Description:

Leadership

Candidate should have a proven track record in sales and business development in areas of HR or relevant business consulting. Senior candidate should also show strong leadership in driving the overall sales activities. Be able to work well with project teams in quickly generating proposals, evaluating business opportunities. Strong motivation to convince clients on the benefits of solution based products and BPO services.

Resource Responsibility

The candidate has to be able to detail and understand the client's hierarchy (who is the recommender, user and decision maker) and establish a tactical plan on how to convince the client. This will then define the investments, costs, expenses and revenue targets.

Task description

To quickly find and develop new clients through daily communications with clients and follow up with potential prospects, searching for and developing new and potential clients through channels and updating potential client information and records. Account management of existing customers is another key role of the position.

スキル・資格

- Bachelor degree or greater
- At least 3 years of sales experience (preferably in HR and payroll outsourcing sales)
- Professional telephoning manners with an excellent sales background
- Professional salesmanship, leadership, and facilitation of people, particularly in business development
- Junior sales candidates must have good listening skills, be self-motivated with drive and initiative
- Excellent sales track record and ability to make sales results under pressure
- Team player but also able to work independently and exhibit creativity
- Competent PC skills required (Excel, Word and PowerPoint)
- Good verbal and written communication skills in both English (TOEIC 800+) and Japanese (fluent)
- Very positive (friendly), highly energetic and willing to work hard and follow company directives

会社説明