



Operation Specialist (Channel Sales)

募集職種

採用企業名

ユニティ・テクノロジーズ・ジャパン株式会社

支社・支店

Unity Technologies

求人ID

1546589

業種

ソフトウェア

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 少数

雇用形態

契約

勤務地

東京都 23区, 中央区

最寄駅

銀座線、 銀座駅

給与

600万円 ~ 900万円

更新日

2025年07月23日 03:00

応募必要条件

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 (英語使用比率: 50%程度)

日本語レベル

ネイティブ

その他言語

韓国語 - 流暢

最終学歴

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

Come join our APAC Channel Team at Unity! We're looking for an operations professional with a desire to make a real impact in a growing team. As a key team member, you will help us to continue becoming an outstanding enabling organization.

We are seeking a highly organized and detail-oriented **Channel Sales Operations Specialist** to support our global channel sales initiatives. In this role, you will work closely with channel sales managers, partners, and internal teams to streamline

sales processes, ensure data accuracy, and help drive operational excellence. You will play a critical role in enabling scalable and efficient growth through our partner ecosystem. This will be a 6 month contract.

- **Support channel sales operations and partner network** including onboarding, contract management, and compliance monitoring.
- **Manage partner and deal data** in CRM systems like Salesforce, ensuring accuracy and consistency.
- **Track performance and generate reports**, dashboards, and sales metrics for channel activities.
- **Coordinate cross-functional efforts** with marketing, product, finance, and legal to enhance partner experience and process agreements/payments.
- **Support sales planning and process improvements** including forecasting, pipeline reviews, QBRs, and system automation initiatives.

スキル・資格

- Proficiency in CRM (Salesforce) or other channel management software
- Strong analytical and problem-solving skills
- Excellent communication and interpersonal abilities
- Fluent in written and spoken English

会社説明