

MichaelPage

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Inside Sales Executive - Electronics

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1552551

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 850万円

更新日

2025年07月22日 11:17

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

基礎会話レベル

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

日本での就労許可は必要ありません

募集要項

This Inside Sales role in the Technology & Security is ideal for professionals passionate about driving revenue growth and nurturing client relationships. The position involves responsibilities such as following up on customer inquiries, leads generated by the marketing team and joining in organising product exhibitions and demonstrations.

Client Details

The hiring company is a mid-sized organisation operating within the Technology & Identity Security Sector. They are committed to providing cutting-edge solutions and services to their clients, fostering innovation and growth in their field.

Description

- Proactively identify and qualify potential leads to generate new business opportunities.
- Build and maintain strong relationships with existing clients to ensure satisfaction and repeat business.
- Conduct regular follow-up calls and emails to nurture leads and close deals.
- Collaborate with the marketing and product teams to develop effective sales strategies.
- Maintain detailed records of customer interactions and sales activities in the CRM system.
- Achieve and exceed monthly, quarterly, and annual sales targets.
- Stay updated on industry trends, competitors, and market conditions to identify new opportunities.

- Provide regular feedback to management on sales performance and market insights.

Job Offer

- Competitive salary package ranging from JPY 6000000 to JPY 8500000 annually.
- A permanent role with stability and growth opportunities.
- Opportunities for professional development and skill enhancement.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

スキル・資格

A successful Inside Sales professional should have:

- A proven track record in sales, ideally within the Technology & Security sector.
- Strong communication and interpersonal skills to engage with clients effectively.
- Experience with CRM tools and sales pipeline management.
- An ability to work independently while meeting targets and deadlines.
- A passion for technology and an understanding of industry trends.

会社説明

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