

MichaelPage

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## Service Sales Consultant - Tech Company

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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

## 採用企業名

Service Sales Consultant

## 求人ID

1552582

## 部署名

Service Sales Consultant

## 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)

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

900万円 ~ 1600万円

## 更新日

2025年08月05日 06:00

## 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

流暢

## 日本語レベル

ネイティブ

## 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

As a Service Sales Consultant, I drive business growth by delivering tailored solutions that meet client needs and foster long-term partnerships. You'll play a pivotal role in Japan by building, and **nurturing** relationships with partners and clients.

## Client Details

Our client is a rapidly expanding global **leader** delivering innovative technology solutions that transform how businesses operate. Their products focus on streamlining operations, enhancing customer experiences, and driving digital transformation across industries. Join a dynamic team where your skills will help shape the future of technology and create real-world impact.

## Description

- Identify and develop new sales opportunities in Japan.
- Build and maintain strong relationships with key clients and stakeholders, especially in the retail industry.
- Develop tailored service-based solutions to meet client needs and business objectives.
- Negotiate contracts and close deals to achieve sales targets.
- Monitor market trends and competitor activities to inform sales strategies.
- Provide regular sales forecasts and performance reports to management.

## Job Offer

- Competitive compensation package (Up to 16M OTE).
- Hybrid work style (work from home two to three days a week).
- Opportunity to be involved at every stage of the company's growth in Japan.
- Collaborative and innovative company culture.

Even if your background or experience doesn't match every requirement, we encourage you to apply and be part of a team shaping the future of technology. If you believe you can make a long-lasting impact and grow alongside a company that values innovation and collaboration, we're looking forward to talking with you.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Marc Breynart at +81 3 6627 6088.

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## スキル・資格

- Past experience in tech sales.
- Experience selling to retail companies.
- Strong understanding of service-based solutions and client-centric sales approaches.
- Excellent communication and negotiation skills.
- Ato build and maintain lasting client relationships.
- English and Japanese skills.

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## 会社説明

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