



Inbound Sales Development Representative

Work for a Global Tech Leader

募集職種

採用企業名

SimilarWeb Japan株式会社

求人ID

1554083

業種

インターネット・Webサービス

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区, 千代田区

給与

500万円 ~ 650万円

歩合給

固定給+歩合給

更新日

2025年08月15日 00:00

応募必要条件

職務経験

1年以上

キャリアレベル

新卒・未経験者レベル

英語レベル

日常会話レベル

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

At Similarweb, we are revolutionizing the way businesses interact with the digital world by revealing to them everything that happens online.

Our unique data and solutions empower over 4,300 customers globally, including industry giants like Google, eBay, and Adidas, to make game-changing decisions that drive their digital strategies.

In 2021, we went public on the New York Stock Exchange, and we continue to reach new heights! Come work alongside Similarwebbers across the globe who are bright, curious, practical and good people.

We're looking for an **Inbound Sales Development Representative** to build a strong sales pipeline of our ideal target clients, through effective outbound prospecting.

Why is this role so important at Similarweb?

We receive thousands of inbound leads through our free product, and many of them don't yet know the value our marketing intelligence product can bring to their company. As a MIR, you will be the first touchpoint for these new prospects, proving to them the value of Similarweb by sharing relevant insights from our data. The relationships you build, and the meetings you are able to create for the sales organization, will have a direct impact on our sales pipeline. This is your chance to launch your hi-tech career in a supportive environment and provide real value to companies all around the world, from many different industries and verticals.

So, what will you be doing all day?

Your role as part of the Demand Generation team means your daily responsibilities may include:

- Taking inbound calls, chats and responding to contact forms to qualify relevant prospects that could benefit from Similarweb's many digital intelligence solutions
- Finding relevant insights and data to share with prospects that showcase the true value that Similarweb would bring to their digital strategy
- Sharing these insights either verbally, or through email
- Driving outbound efforts to proactively generate pipeline through multiple lead sources.
- Filling the sales pipeline, by creating a set number of meetings between prospects and sales managers
- Partnering with our marketing department to brainstorm and execute campaigns that show the value of our insights to our registered user base

Why you'll love being a Similarwebber:

- **You'll actually love the product you work with:** Our customers aren't our only raving fans. When we asked our employees why they chose to come work at Similarweb, 99% of them said "the product." Imagine how exciting your job is when you get to work with the most powerful digital intelligence platform in the world.
- **You'll find a home for your big ideas:** We encourage an open dialogue and empower employees to bring their ideas to the table. You'll find the resources you need to take initiative and create meaningful change within the organization.
- **We offer competitive perks & benefits:** We take your well-being seriously, and offer competitive compensation packages to all employees. We also put a strong emphasis on community, with regular team outings and happy hours.
- **You can grow your career in any direction you choose:** Interested in becoming a VP or want to transition into a different department? Whether it's Career Week, personalized coaching, or our ongoing learning solutions, you'll find all the tools and opportunities you need to develop your career right here.
- **Diversity isn't just a buzzword:** People want to work in a place where they can be themselves. We strive to create a workplace that is reflective of the communities we serve, where everyone is empowered to bring their full, authentic selves to work. We are committed to inclusivity across race, gender, ethnicity, culture, sexual orientation, age, religion, spirituality, identity and experience. We believe our culture of equality and mutual respect also helps us better understand and serve our customers in a world that is becoming more global, more diverse, and more digital every day.

Similarwebについて

Similarwebは、企業がデジタルの世界とどのように関わるかを革新し、オンライン上で何が起きているのかをすべて明らかにすることで、ビジネスの成長を支援しています。

当社のユニークなデータとソリューションは、Google、eBay、Adidasなどの業界大手を含む4,300社以上の企業に活用され、デジタル戦略における革新的な意思決定を支えています。

2021年にはニューヨーク証券取引所（NYSE）に上場し、現在もさらなる成長を続けています。

私たちは、世界中の才能ある、好奇心旺盛で実践的かつ誠実なSimilarwebの仲間たちと一緒に働くことを楽しみにしています！

このポジションがSimilarwebで重要な理由

当社の無料製品を通じて、毎月数千件のインバウンドリードが寄せられます。

しかし、多くの企業はまだ当社のマーケティングインテリジェンスが自社にもたらす価値を十分に理解していません。

MIR（Marketing Intelligence Representative）として、あなたは新規見込み顧客との最初の接点となり、当社のデータから得られるインサイトを共有することでSimilarwebの価値を伝えていきます。

あなたが築く関係性や創出する商談は、当社の営業パイプラインに直接影響を与えます。

サポートの充実した環境の中で、ハイテク業界でのキャリアをスタートし、多様な業界の企業に実際の価値を提供できる絶好の機会です。

具体的な業務内容

Demand Generationチームの一員として、以下の業務を担当していただきます。

- インバウンドの電話・チャット対応、お問い合わせフォームへの返信を行い、Similarwebのデジタルインテリジェンスソリューションを活用できる適切な見込み顧客を選定する
- 必要に応じてアウトバウンドを行う
- 日本語ネイティブ-必須
- 見込み顧客に対し、Similarwebが彼らのデジタル戦略にもたらす価値を示すためのデータやインサイトを特定し、共有する
- インサイトをコールまたはメールを通じて提供
- 商談を設定し、営業チームのパイプラインを構築する
- マーケティング部門と連携し、登録ユーザーに向けたキャンペーンの企画・実施を行う

スキル・資格

This is the perfect job for someone who:

- Minimum 1 year experience in sales
- Fresh graduates with relevant experience are welcome to apply
- Wants to launch a successful career in tech sales
- Japanese native- A must
- Proficiency in English
- Has a strong work ethic, and knows how to develop relationships
- Previous customer-facing or marketing experience would be an advantage
- Experience with salesforce would be an advantage

このポジションに向いている人

- テック業界での営業キャリアを成功させたい方
- 日常会話レベルの英語スキルをお持ちの方
- 強い仕事への意欲があり、関係構築のスキルを持つ方
- 顧客対応やマーケティングの経験があれば尚可
- Salesforceの使用経験があれば尚可
- 営業経験が1年～2年(業界不問)

会社説明