



PR/095608 | Sales Manager - Japanese Mar

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント シンガポール

求人ID

1554801

業種

ITコンサルティング

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年09月23日 04:00

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

無し

日本語レベル

無し

最終学歴

短大卒：準学士号

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

Company Overview

JAC is working with a client in a SaaS industry for their hiring for a Sales/Business Development position.

Job Description

The Sales/Business Development professional will be responsible for driving revenue growth and building strong client relationships in Hong Kong and Taiwan. This role focuses on engaging with Japanese and local enterprises, particularly their strategic teams such as Corporate Planning, New Business, and R&D.

Key responsibilities include:

- Leading field sales activities and managing the full sales cycle from proposal to closing
- Developing new business opportunities through lead generation, appointment setting, and deal closure
- Designing and executing initiatives to expand successful use cases and explore new markets

- Contributing to the growth of Japanese companies in Greater China through cross-functional collaboration

Qualifications

- 3–7 years of B2B sales and business development experience with Japanese clients in Hong Kong or Taiwan
- Proven success in engaging C-level stakeholders and crafting consultative, hypothesis-driven solutions
- Business-level proficiency in Japanese, and fluency English to communicate with Japanese clients and internal stakeholders
- Experience with complex solution sales such as consulting, information services, or enterprise software is preferred
- Familiarity with SaaS business models and organizational decision-making processes is a plus

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

JAC Recruitment Pte. Ltd.
EA License Number: 90C3026
EA Personnel: R1985155

Rui Watanabe

#LI-JACSG
#countrysingapore

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明