

MichaelPage

www.michaelpage.co.jp

Sales Development Representative - Foreign tech

Sales Development Representative - Tech

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

Sales Development Representative - Tech

求人ID

1557610

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

250万円 ~ 800万円

更新日

2025年09月08日 13:21

応募必要条件

キャリアレベル

新卒・未経験者レベル

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

日本での就労許可が必要です

募集要項

As a Sales Development Representative, you will engage with prospects and existing customers remotely to understand their needs, present solutions, and close sales. You will also collaborate with other teams to meet targets and ensure customer satisfaction.

Client Details

Our client is a leading American company with offices across the world. They're known for their data-related solutions and are recognized as a leader within their industry.

Description

- Generate and qualify leads through research, outreach, and engagement strategies.

- Collaborate closely with the sales team to identify potential clients and markets.
- Conduct follow-up communications to nurture relationships and convert leads into opportunities.
- Provide regular updates and reports on lead generation activities and results to management.

Job Offer

- Up to 8M OTE.
- Great work-life balance where open communication is encouraged.
- Opportunity to advance your career within two years.
- Highly level of flexibility (work from home at least 3 to 4 days a week).

Even if you don't match all those requirements, we highly encourage to apply to this position if you think you would be a great fit!

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.

スキル・資格

- At least 2 years of inside sales experience in a software company.
- Good communication and negotiation skills.
- Bachelor's degree or equivalent.
- Japanese (English is not needed but preferred).

会社説明

Our client is a leading American company with offices across the world. They're known for their data-related solutions and are recognized as a leader within their industry.