

MichaelPage

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Inside Sales Representative - Foreign

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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

1557611

業種

ソフトウェア

会社の種類

中小企業 (従業員300名以下)

雇用形態

正社員

勤務地

東京都 23区

給与

500万円 ~ 800万円

更新日

2025年09月08日 13:29

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

無し

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 an Inside Sales Representative, your mission is to identify and engage potential customers, understand their needs, and offer the best solutions to drive sales growth.

Client Details

Our client is a foreign software company specializing in advanced cybersecurity solutions. They focus on protecting businesses through innovative technologies such as data encryption, web application firewalls, and identity management systems.

Description

- Engage with prospective clients to promote web security solutions effectively.
- Develop and maintain strong relationships with customers to ensure satisfaction and loyalty.
- Manage the sales cycle, from lead generation to closing deals.
- Provide tailored solutions based on client needs and challenges.

- Collaborate with internal teams to align on sales strategies and client requirements.

Job Offer

- A competitive total package of up to 5,000,000 to 8,000,000 JPY OTE.
- Hybrid work style with flexible working hours.
- A supportive work environment within a small-sized organization.
- Opportunity to be involved directly with the country manager.

Even if you don't fully match the requirements, we encourage you to apply if you think you're a great match!

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 sales experience in the software industry.
- Strong communication and negotiation skills for engaging with clients.
- Proficiency in CRM tools and sales reporting systems.
- A results-oriented mindset with a focus on achieving targets.
- Japanese skills.

会社説明

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