

MichaelPage

www.michaelpage.co.jp

Inside Sales Representative - 10M OTE

Inside Sales Representative - 10M OTE

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

1559531

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1000万円

更新日

2025年09月25日 10:46

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, you will engage with potential customers through phone and email to generate leads and close sales. You will build relationships, understand client needs, and work alongside the team to achieve sales targets.

Client Details

Our client is a leading American cybersecurity company providing both legacy and cloud-based security solutions. They're currently investing heavily in Japan to expand their presence and grow their cloud market share by partnering with enterprise clients and strengthening local operations.

Description

- Identify and qualify new sales opportunities through outbound calls, emails, and other channels.
- Build and maintain relationships with prospective clients to understand their needs and present tailored solutions.
- Manage and update the CRM system with accurate and timely information.
- Work closely with the field sales team to ensure a smooth handover of qualified leads.
- Provide regular reports on sales activities and pipeline status to the sales manager.

Job Offer

- Competitive compensation package: Up to 10M OTE (80/20 split).
- Supportive working environment.
- Hybrid work-style (work from home twice a week).
- Career progression possible.

If you think you're a right match for this opportunity, we encourage you to apply!

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

- +2 years inside sales experience in the software industry.
- Strong communication and relationship-building skills.
- Proficiency in using CRM tools and other sales-related software.
- An understanding of the sales process and a proactive approach to generating leads.
- Japanese (English is not required but preferred).

会社説明

Our client is a leading American cybersecurity company providing both legacy and cloud-based security solutions. They're currently investing heavily in Japan to expand their presence and grow their cloud market share by partnering with enterprise clients and strengthening local operations.