

MichaelPage

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Inside Sales - Enterprise (full remote)

Global company offering full WFH

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

1559629

業種

ハードウェア

雇用形態

正社員

勤務地

東京都 23区

給与

700万円 ~ 900万円

更新日

2025年09月26日 15:18

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

This is an exciting opportunity for an Inside Sales professional to drive enterprise sales in the technology and telecoms sector. The role is fully remote, allowing you to excel in a fast-paced environment while collaborating with clients and internal teams to achieve sales goals.

Client Details

Our client is a mid-sized organization operating in the technology and telecoms industry. They are committed to delivering innovative solutions and fostering strong relationships with their enterprise clients.

Description

- Manage and grow a portfolio of enterprise clients in the technology and telecoms sector.
- Identify new business opportunities through proactive outreach and relationship-building.
- Collaborate with internal teams to create tailored solutions for client needs.
- Maintain accurate and up-to-date records of sales activities in the CRM system.
- Provide regular updates and reports on sales performance to management.
- Meet and exceed sales targets and KPIs consistently.
- Stay informed about industry trends, products, and competitor activities.

- Ensure a high level of customer satisfaction by addressing inquiries and resolving issues promptly.

Job Offer

- Competitive salary in the range of 7200000 JPY to 8800000 JPY annually.
- Fully remote working environment, offering flexibility and work-life balance.
- Opportunity to work with enterprise clients in the technology and telecoms industry.
- Professional growth opportunities within a mid-sized organization.
- Collaborative and results-oriented company culture.

If you are passionate about sales and want to make a meaningful impact in the technology and telecoms industry from Tokyo, apply today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Jan Shelepin at +81 3 5733 7167.

スキル・資格

A successful Inside Sales - Enterprise should have:

- Proven experience in sales, preferably in the technology and telecoms sector.
- Strong communication and negotiation skills.
- Ability to build and maintain long-term client relationships.
- A results-driven mindset with a focus on achieving targets.
- Familiarity with CRM tools and sales tracking systems.
- A proactive and self-motivated approach to work.
- Fluency in English and Japanese is preferred.
- A solid understanding of enterprise sales processes and strategies.

会社説明

Global company offering full WFH