[Nihonbashi Office] Cloud Services Sales Representative 独占求人

Perfect for confident communicators!

募集職種

採用企業名
アイネオ株式会社

求人ID
1560577

部署名
CIRCLE クラウドコミュニケーション・チーム

業種
ソフトウエア

会社の種類
中小企業 (従業員300名以下) - 外資系企業

外国人の割合
外国人 多数

雇用形態
正社員

勤務地
東京都 23区

給与
400万円 ~ 800万円

ボーナス
給与： ボーナス込み

歩合給
固定給+歩合給

勤務時間
9:00~18:00(フレックスあり)

休日・休暇
Saturday, Sunday, Japanese National Holidays

更新日
2026年10月30日 09:00

応募必要条件

職務経験
1年以上

キャリアレベル
新卒・未経験者レベル

英語レベル
日常会話レベル

日本語レベル
流暢レベル

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

If you love technology and are interested in next-generation cloud services, AINEO Networks is the place for you! We offer a fully equipped office, an energetic and fun workplace, and a team of bright, talented members.

Our flagship product is **CIRCLE Cloud Communications**, a cloud-based business communications service. Accessible from a wide range of devices (smartphones, PCs, tablets, laptops), it allows busy professionals and remote users to communicate easily, which is why it has been adopted by many companies and organizations. CIRCLE offers a diverse technology portfolio including networking, cloud, M2M, security, professional services, and mobility solutions, and is organized into three divisions. This position is within the **CIRCLE Cloud Communications Division**, which focuses on business telephony and communications.

If you want to learn and acquire new skills, work with team members who push each other to grow, and achieve goals together—this is the role for you!

Job Description

At AINEO, we support our partner companies in overcoming business and technical challenges. We help them improve communications and seize new business opportunities. The Business Development Department sells communication solutions to both existing and new partner companies.
As a **CIRCLE Business Development Consultant**, you will introduce one of our flagship communication services to corporate clients.

Your responsibilities will include:

- Developing new partners and maintaining relationships with existing partners
- Meeting subscriber acquisition and revenue targets for CIRCLE
- Building long-term, strategic relationships with partner accounts
- Understanding partner needs through meetings and proposing the best solutions using AINEO’s resources
- Senior consultants may also sell other products and services from AINEO’s technology/service suite

スキル・資格

Required Qualifications

- Bachelor’s degree or higher (majors in information science or STEM preferred), or equivalent degree
- 1–2 years of experience in sales (products, services, or solutions) or customer service
- Fluent Japanese (business-level reading, writing, and speaking)
- Excellent communication skills
- Positive mindset that energizes those around you
- Strong presentation and problem-solving skills (ability to address partner client challenges)
- Highly motivated and able to work independently without supervision; demonstrates leadership when necessary
- Outgoing, bright, quick thinker, and adaptable
- Team player
- IT skills:
    - Windows or Apple OSX
    - Ability to use iOS internal communication apps
    - Word, Excel, PowerPoint, Keynote

Preferred Qualifications

- Experience in cloud services, cloud communications, or conferencing systems

- Experience with CRM systems (e.g., Salesforce, MS Dynamics, ZohoCRM, or similar)

Compensation

- **Base Salary:** Negotiable, based on experience (approx. 4M–8M JPY)
- **Incentives:** Paid quarterly, no upper limit
- **Bonuses:** Once or twice a year (depending on role), based on performance and contribution to team goals

Other Details

- Based in Tokyo. Role includes direct sales as well as working with partners in Tokyo, Osaka, Hiroshima, Nagoya, Sapporo, Fukuoka, and Sendai.
- **No smoking policy:** The workplace is completely non-smoking (due to odor and health concerns). AINEO is committed to creating a happy and healthy work environment.

会社説明