



Morgan
McKinley

Korean Required - Sales Development Representative

募集職種

人材紹介会社

モーガン・マッキンリー

求人ID

1563333

業種

旅行・観光

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2025年11月12日 00:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

基礎会話レベル

その他言語

韓国語 - ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

We are seeking a driven, resilient, and results-oriented Business Development Representative to join our Sales Team. In this role, you will play a pivotal part in our growth by acquiring the best and most popular things to do in travel destinations. You will focus on building and managing a high-performing sales pipeline, negotiating optimal terms, and driving supplier acquisition. This is a unique opportunity to be at the forefront of the travel experience industry and contribute directly to the company's expansion.

Key Responsibilities

- Identify and onboard new suppliers, primarily tour and experience providers, as well as attractions.
- Effectively manage the entire sales funnel, including outreach, negotiation, closing, and onboarding, to consistently hit and exceed quota.
- Collaborate with internal teams to align supplier acquisition with broader business goals, ensuring sustainable growth.

- Participate at relevant industry events to drive acquisition and establish credibility.
- Regularly travel to destination to build strong relationships with suppliers and create long-term partnerships

About our client

An online travel platform where travelers can book different types of deals and discounts on their accommodation, transportation and different tourist attractions.

Why You'll Love Working Here

- Travel & Hospitality
- Global Company
- Opportunity to Travel to Europe
- Hybrid Setup (3x office, 2x WFH)
- Work Visa Sponsorship Available

スキル・資格**Experiences**

- You have 3+ years of experience in B2B sales, with a proven track record of exceeding sales targets, running a disciplined, data-driven process, and confidently using sales tools and software — including CRM (e.g., Salesforce) and sales enablement tools.
- You excel at handling objections, reframing conversations with insights, and creating constructive tension to close challenging deals.
- You collaborate with peers, share best practices, and lift the team to new heights.
- Native Korean Speaker. Fluent in English

Soft Skills

You are resilient, hungry for success, and thrive under pressure, consistently raising the bar for yourself.

You bring strong problem-solving skills, using data to prioritize actions and inform decisions.

You are an excellent communicator, able to articulate value propositions clearly to diverse audiences, adapting your approach for maximum impact.

Preferred skills

- Lead Generation (Outbound Leads)
- Cold Calling/Cold Emailing
- Sales Hunter

会社説明