



Location Intelligence & Mapping Solution Sales Manager

Google Maps-based enterprise solutions

募集職種

採用企業名

Navagis Inc.

求人ID

1574656

部署名

Sales

業種

ソフトウェア

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 半数

雇用形態

正社員

勤務地

東京都 23区, 港区

給与

700万円 ~ 800万円

更新日

2026年07月01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

ビジネス会話レベル (英語使用比率: 50%程度)

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

【Why This Role Matters】

- ✓ Work on impactful "Maps × DX" projects with government agencies and major enterprises
- ✓ Enterprise consultative sales (long-term projects, multiple stakeholders)
- ✓ High-social-impact themes: EV, Mobility, Disaster Prevention, Urban Planning, Logistics DX
- ✓ Leverage Navagis' strength as a Google Premier Partner

- ✓ Collaborate closely with Google (Maps / Cloud solutions)
- ✓ Work with global teams across the US and APAC
- ✓ Flexible hybrid work environment with a flat, global culture
- ✓ Unlimited upside OTE based on performance

【 About Navagis 】

Navagis is a leading Location Intelligence company headquartered in San Francisco, specializing in advanced geospatial and mapping solutions.

Founded by a former Google engineer, Navagis delivers enterprise-grade mapping solutions to both private enterprises and government organizations, helping them optimize and modernize operations through Maps × Data × Cloud technologies.

【 Industry Coverage Includes 】

- Telecommunications
- Automotive
- Logistics & Retail
- Government & Public Sector
- Public Infrastructure
- Smart Cities
- EV & Mobility
- Disaster Response & Public Information
- Urban Planning

During the COVID-19 pandemic, Navagis supported municipalities by visualizing vaccination site data on maps, enabling effective public health operations.

The company has also developed proprietary EV routing APIs, expanding into next-generation mobility solutions now adopted by automotive manufacturers.

【 Position Overview 】

You will lead enterprise sales opportunities generated via referrals, inside sales, and partners.

From problem discovery → requirements definition → proposal → consensus building → implementation, you will own the entire sales lifecycle.

This role goes far beyond selling “maps.”

You will propose integrated solutions combining maps, data, cloud, and business DX, working closely with pre-sales engineers and technical teams.

【 Key Responsibilities 】

- Conduct customer discovery to identify business challenges
- Define requirements and perform Fit/Gap analysis
- Deliver PoCs, proposals, and product demonstrations
- Support decision-making across multiple stakeholders
- Collaborate with partners (including Google)
- Manage sales pipeline and revenue forecasting
- Support implementation phases in collaboration with PMs
- Standardize and continuously improve sales processes

【 Example Projects 】

- EV charging route optimization
- Logistics delivery efficiency optimization
- Public disaster prevention and emergency data visualization
- Retail location strategy and trade area analysis
- Government GIS × DX initiatives

【 Work Environment 】

- Hybrid work available
- Flexible working hours (8:00–17:00 / 9:00–18:00 / 10:00–19:00)
- Minimal overtime
- “Premium Friday” (early finish after 3pm when workload permits)
- Office: 2 minutes walk from Aoyama-Itchome Station

【 Compensation & Benefits 】

- Annual salary: JPY 5.5M – 8.0M + performance-based incentives
 - Full social insurance coverage
 - Transportation allowance (full coverage)
 - Internet expense subsidy
 - English learning support
 - PC monitor provided
 - Company events
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スキル・資格

【Experience】

- 3+ years of B2B enterprise sales experience
- Experience in intangible solutions, consultative sales, or long-term projects
- Proven experience managing multiple stakeholders

【Language Skills】

- English: Business level (meetings, presentations, discussions)
- Japanese: Native level

【Education】

- Bachelor's degree required

【Work Authorization】

- Valid working visa for Japan required

【Preferred Experience】

- DX / Cloud / SaaS / GIS / Mobility-related industries
- Partner business development
- Public sector or government projects
- Sler, pre-sales, or consultative sales background
- Experience with Google Maps Platform and/or Google Cloud

【Selection Process】

1. Document screening
2. Three interview rounds
(Interviews conducted in a hybrid format of English and Japanese)

会社説明