



## 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04月22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)

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**会社説明**