

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 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11月04日 02:00

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
日常会話レベル (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

【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

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
- SIer, 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