



【インド駐在員】 BtoB Sales Account Lead 日本法人担当営業職

未経験可 インド・グルガオン現地勤務 グローバルITコンサルティング企業

募集職種

人材紹介会社

Hire Pundit Japan 株式会社

求人ID

1593440

業種

ビジネスコンサルティング

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

インド, Gurugram

給与

経験考慮の上、応相談

更新日

2026年05月26日 18:53

応募必要条件

キャリアレベル

新卒・未経験者レベル

英語レベル

流暢

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

日本での就労許可は必要ありません

募集要項

Key Responsibilities:

- Identify and develop new business opportunities in the Indian market.
- Build and maintain strong relationships with Japanese clients and partners.
- Understand customer needs and present suitable IT infrastructure solutions.
- Collaborate with internal teams (technical, pre-sales, and support) to ensure customer satisfaction.
- Negotiate contracts and close deals to achieve sales targets.
- Participate in industry events, trade shows, and networking activities.

スキル・資格

Required Skills & Qualifications:

- Fluency in Japanese (Native or Business Level) and English is mandatory.
- Bachelor's degree in Business, IT, or a related field (not mandatory).
- 0-5 years of sales experience (IT sales preferred but not required).

- Strong communication, negotiation, and relationship-building skills.
- Ability to understand and convey technical concepts (training will be provided).
- Proactive, self-motivated, and result-oriented mindset.

Preferred Skills:

- Basic knowledge of IT infrastructure (Networking, Cloud, Servers, etc.).
- Experience working with Japanese clients or in a Japanese work environment.

会社説明