



IT Sales

募集職種

人材紹介会社
ハイテックジャパン株式会社

求人ID
1595288

業種
ITコンサルティング

雇用形態
正社員

勤務地
東京都 23区

給与
800万円 ~ 2000万円

更新日
2026年06月19日 00:00

応募必要条件

職務経験
6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

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

Position Overview

We are seeking a motivated IT Sales Executive to drive business growth by identifying new opportunities, developing client relationships, and promoting technology solutions to enterprise and mid-market customers. The successful candidate will be responsible for the full sales cycle, from prospecting and lead generation to proposal development, negotiation, and closing.

Key Responsibilities

- Identify, develop, and pursue new business opportunities within assigned territories and target accounts.
- Generate and manage a healthy sales pipeline through outbound prospecting, networking, referrals, and marketing-generated leads.
- Understand customer business challenges and recommend appropriate IT solutions and services.
- Conduct client meetings, presentations, product demonstrations, and discovery sessions.
- Collaborate with technical teams, consultants, and solution architects to develop tailored proposals.
- Manage the complete sales process, including qualification, proposal submission, negotiation, and contract closure.
- Build and maintain long-term relationships with customers and key stakeholders.
- Maintain accurate pipeline, forecast, and customer information within CRM systems.
- Achieve and exceed quarterly and annual sales targets.

- Monitor market trends, competitor activities, and customer requirements to identify new opportunities.
- Work closely with internal teams to ensure successful project delivery and customer satisfaction.

Benefits

- Competitive salary and performance-based incentives
- Career development and training opportunities
- Flexible working arrangements
- Exposure to leading technology solutions and enterprise customers
- Collaborative and growth-oriented work environment

スキル・資格

Required Qualifications

- Bachelor's degree or equivalent professional experience.
- 3+ years of experience in B2B sales, preferably within IT, software, cloud, SaaS, cybersecurity, infrastructure, or technology services.
- Proven track record of achieving or exceeding sales targets.
- Experience managing the full sales cycle from prospecting to closing.
- Strong communication, presentation, and negotiation skills.
- Ability to engage with both business and technical stakeholders.
- Experience using CRM platforms such as Salesforce, HubSpot, or Microsoft Dynamics.
- Self-motivated, results-oriented, and able to work independently.

Preferred Qualifications

- Experience selling SaaS, cloud, AI, cybersecurity, data, infrastructure, or consulting services.
- Experience working with enterprise customers.
- Knowledge of solution selling methodologies such as MEDDPIC, Challenger, SPIN, or Value Selling.
- Experience collaborating with technical and pre-sales teams.
- Business-level English and/or Japanese language skills.

Key Competencies

- New Business Development
- Account Management
- Pipeline Generation
- Relationship Building
- Strategic Thinking
- Negotiation and Closing
- Customer-Centric Approach
- Team Collaboration
- Problem Solving
- Forecasting and Sales Planning

会社説明