



【Sales Enablement Specialist】Global Tech| Upto 12M

募集職種

人材紹介会社

株式会社SPOTTED

求人ID

1605258

業種

ソフトウェア

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

東京都 23区

給与

800万円 ~ 1200万円

更新日

2026年07月30日 15:44

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

ビジネス会話レベル

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

We are Hiring | Senior Specialist, Sales Trainer | Tokyo (On-site)

Are you passionate about developing high-performing sales teams and helping people unlock their full potential?

I am partnering with a **global technology and business services leader** to hire a **Senior Specialist, Sales Trainer** who **will play a key role in driving sales excellence across enterprise sales programs.**

If you enjoy coaching, facilitating engaging training sessions, and using data to improve sales performance, this could be an exciting opportunity for you.

What You will Be Doing?

- ✓ Deliver engaging sales training programs for inside sales and B2B sales teams
- ✓ Coach sales professionals to improve performance and achieve revenue targets
- ✓ Design and enhance sales training content tailored to client needs
- ✓ Analyze sales performance and customer insights to identify coaching opportunities
- ✓ Measure training effectiveness and continuously improve learning outcomes
- ✓ Partner with stakeholders to build a culture of continuous learning and sales excellence

What We are Looking For?

Experience in Sales Training, Sales Enablement, Learning & Development, or Sales Coaching

Strong understanding of B2B sales processes and customer engagement

Excellent presentation, facilitation, and communication skills

Ability to analyze performance data and translate insights into effective coaching strategies

Passion for developing people and improving sales performance

Why Join?

Work with a global organization supporting some of the world's leading technology brands

Make a direct impact on sales performance and business growth

Collaborate with talented teams in a dynamic, fast-paced environment

Excellent learning and career development opportunities

Be part of a culture that values innovation, collaboration, and continuous improvement

If you are looking to take the next step in your career as a **Sales Trainer or Sales Enablement professional, I would love to connect for a confidential conversation.**

Send me a direct message or an email to divya@spotted.co.jp to learn more.

If this role isn't for you, I'd appreciate it if you could share it with someone in your network who may be interested.

#Hiring #SalesTrainer #SalesEnablement #LearningAndDevelopment #SalesCoaching #B2BSales #Training
#EnterpriseSales #TokyoJobs #JapanJobs #TechCareers #Recruitment #Spotted

会社説明