

【Sales Manager】 Fast-Growing Tech Company

募集職種

人材紹介会社
株式会社SPOTTED

採用企業名
SPOTTED

求人ID
1609125

業種
その他 (IT・インターネット・ゲーム)

会社の種類
中小企業 (従業員300名以下) - 外資系企業

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2026年11月04日 01:00

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
ビジネス会話レベル

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

Our client is a leading company in the data center industry, specializing in the planning, development, operation, and maintenance of data centers. They are looking for an experienced Sales Manager to drive business growth and develop relationships with enterprise customers across Japan. This role offers the opportunity to work on strategic enterprise sales and complex data center solutions, while collaborating closely with sales, engineering, operations, finance, and management teams.

Responsiblities:

- Develop and execute sales strategies to drive revenue growth and market expansion
- Build and manage relationships with enterprise customers
- Identify and develop new business opportunities within the data center market
- Propose tailored data center and colocation solutions based on customer requirements

- Lead customer meetings, presentations, proposals, and commercial negotiations
- Develop and manage sales pipelines, forecasts, and opportunities
- Work with internal engineering and operational customer solutions
- Represent the company at relevant industry events and conferences

スキル・資格

- 7+ years of enterprise sales experience
- 3+ years of sales experience in the data center industry — essential
- Proven track record of negotiating and closing enterprise-level deals
- Strong understanding of the data center ecosystem, infrastructure, services, and connectivity
- Strong customer relationship management and business development skills
- Excellent analytical, negotiation, and problem-solving abilities
- Native-level Japanese
- Business-level English

Nice to have:

- Experience with data center or colocation solutions
- Experience with Salesforce or other CRM platforms
- Experience with financial analysis and deal economics
- Strong technical understanding of data center solutions
- Experience in prospecting and new business development

会社説明