



Business Development & Sales (Global IT | Bilingual (EN/JP))

Global Team · B2B Sales · Hybrid · Nagoya

募集職種

人材紹介会社

株式会社 GDIコミュニケーションズ

求人ID

1611534

業種

ITコンサルティング

雇用形態

契約

勤務地

愛知県, 名古屋市中村区

給与

500万円 ~ 850万円

ボーナス

給与：ボーナス込み

勤務時間

9:00-17:45 (incl. 1-hour lunch break)

更新日

2026年09月10日 01:18

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

ビジネス会話レベル

日本語レベル

流暢

最終学歴

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

A large ICT company operating nationwide and overseas on a variety of innovative projects is seeking a Business Development Sales Specialist to join its Nagoya project.

Position Highlights

- Global IT business development & sales role
- Lead customer projects and stakeholder coordination
- Work in a highly international, bilingual environment

- Exposure to cloud/IT products and developers
- Hybrid work in central Nagoya

Tasks & Responsibilities

- Overall management of customer projects, including preparing product introduction materials and conducting product introduction/sales activities for potential users
- Manage progress with various stakeholders involved in projects and conduct regular meetings
- Manage various project-related documents and contracts (in both Japanese and English), and coordinate with other departments as necessary
- Support the preparation and creation of planning and strategy materials to drive projects forward
- Prepare quotations for provided tools based on the needs of potential users and provide support through the billing process
- Participate in multilingual meetings in Japanese and English, facilitate and plan meetings, and prepare related materials

スキル・資格

Must-Have Skills & Experience

- 3+ years of sales experience
- Excellent communication skills in both Japanese and English
- Experience compiling and analyzing data using MS Excel, Google Sheets, or similar tools
- Proficiency in Office tools (Word/PowerPoint/Excel) and ability to prepare materials based on given instructions
- Experience studying abroad, living overseas, or working with foreign nationals at a foreign-affiliated company
- Ability to proactively and appropriately communicate in a business setting, even with people you are meeting for the first time
- Willingness to ask questions when something is unclear, and approach work with a positive attitude

Desired Skills & Experience

- Cloud and/or development-related certifications are a plus, as the role involves frequent communication with developers
- Practical experience in legal-related work
- B2B sales experience
- Knowledge of cloud services
- Experience with international transactions, including compliance with the Foreign Exchange and Foreign Trade Act, foreign exchange matters, and withholding tax
- Experience actively participating in and providing explanations during meetings conducted in multilingual environments, including Japanese and English

会社説明