Sales Development Associate - Japanese Speaker

募集職種

採用企業名
エコバディス

求人ID
1612705

業種
ソフトウエア

雇用形態
正社員

勤務地
東京都 23区

給与
350万円 ~ 400万円

歩合給
固定給+歩合給

更新日
2026年11月17日 10:00

応募必要条件

職務経験
1年以上

キャリアレベル
新卒・未経験者レベル

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
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

EcoVadis seeks a high energy and dynamic Sales Development Representative (SDR) to join our highly successful team in Tokyo.
SDRs are responsible for prospecting and outreaching activities on target accounts with a focus on engaging and qualifying all prospective customers. This role has the opportunity to be the first touch point for the largest firms in your area to evangelize the importance of Sustainability and ESG in global supply chains.

Responsibilities:

- Generating new business opportunities to fuel revenue for EcoVadis
- Conducting high-level discovery and educational conversations with Senior Executives (Directors of Sustainability or Procurement) in target accounts
- Scheduling qualified meetings for Account Executives
- Advocating the importance of sustainability and corporate social responsibility (CSR) for the supply chain of Global 2000 companies

- Leveraging your teammates (Marketing and Account Executives) to develop target lists, call strategies, and messaging in order to drive opportunities in regional areas
- Maintaining an activity (emails, calls, LinkedIn) volume with the intent to qualify leads and create pipeline growth
- Meeting or exceeding your quota
- Staying up-to-date on industry trends and competition
- Reporting results on a weekly basis, both qualitative and quantitative
- Quarterly business plan creation, reporting, and presentation to all key stakeholders
- Recording and documenting all calls and communications in Salesforce.com in order to identify trends for improvement
- Leveraging social networks for sales opportunities and leads

スキル・資格

Qualifications

You will be engaging, personable and customer-focused with an exceptional level of drive, a desire to learn new skills and build a successful career in sales. Additionally, you will bring:

- Bachelor’s degree in business, sustainability, procurement or a related field
- Work experience in sales development, lead generation, sales and/or marketing (cold calling or prospecting experience preferred)
- Voluntary or work experience in sustainability, CSR or procurement would also be considered
- **Fluency in English and Japanese (written and verbal) as you will discussing complex sustainable procurement solutions in these languages. Any additional APAC language would be a plus**
- Proficiency with Salesforce, LinkedIn or other sales tools would be advantageous
- Self-disciplined with the ability to prioritize, manage time effectively and know when to ask for help
- Superior active listening skills, quick thinking and resilience

会社説明