Director of Sales Advisory - Independent Contractor

Google Maps–based enterprise solutions

募集職種

採用企業名
Navagis Inc.

求人ID
1613005

部署名
Sales

業種
ソフトウエア

会社の種類
中小企業 (従業員300名以下) - 外資系企業

外国人の割合
外国人 少数

雇用形態
フリーランス

勤務地
東京都 23区

給与
時給制

時給
6,000 - 8,000 per hour (Determined based on experience & scope)

勤務時間
Approximately 10-18 hours per week

休日・休暇
In accordance with company regulations

更新日
2026年11月05日 13:00

応募必要条件

職務経験
1年以上

キャリアレベル
エグゼクティブ・経営幹部レベル

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

≪Job Description & Position Highlights≫

- Lead sales strategy, proposal development, closing support, and coaching for junior sales members
- Drive new market opportunities in cutting-edge Location Intelligence and make a significant business impact
- Collaborate with top talent, including former Google professionals, while gaining cutting-edge knowledge and skills
- Enjoy flexible working hours of approximately 10–18 hours per week with opportunities for long-term contract renewal

【Job Responsibilities】
We are in need of a Director of Sales Advisory to join us as an independent contractor to support our team in Tokyo, Japan. If you are an independent problem solver, have a strong drive to excel, and are looking for an opportunity to grow fast and to make a big impact, this is the right place for you.

< Your Role >

- Support the design and execution of sales strategies for referral- and inbound-driven opportunities.
- Review and improve proposal direction for existing opportunities, including issue clarification, proposal development, and closing strategy.
- Support customer communication and proposal processes, and provide improvement suggestions for new leads.
- Provide strategic input for collaboration with Google and other partners.
- Identify and provide insights on market opportunities in areas such as EV/mobility, disaster prevention, and logistics.
- Provide input to the business and product teams based on insights gained from customers and the market.
- Join the monthly sales meeting, catch up on sales status, and suggest improvement actions.
- Provide coaching and mentoring to younger sales members to help strengthen and elevate our solution sales function.

< Why Join Us >

- Highly flexible and Long Term environment. Our Executive Team is mostly comprised of Ex-Googlers. We work hard and have fun while doing it! We have an active international community. We also offer comprehensive benefits in all the countries we operate in.
- Our employees develop and support high-end solutions. Every day, we push technical boundaries to advance the field of Location Intelligence. We believe mapping is essential to the world and we are extremely dedicated when it comes to quality and performance.
- Learn from the BEST and make a difference. Our team is composed of some of the best engineers in the world. As a young dynamic company, the work you do will make a big difference. At Navagis, you will be surrounded by top talent who have years of experience in mapping and cloud infrastructure, deep learning, and more.

< About Us >
Navagis is a Google Cloud Premier Partner based in the US with offices in San Francisco, Japan, Singapore, and the Philippines. Navagis is a Location Intelligence company that empowers organizations to leverage geospatial information to efficiently run their multiple operations via web and mobile applications. Navagis software solutions are built using Google Maps and Google Cloud technologies and open systems to integrate various information sources into a map-driven common operating picture for the entire enterprise.

【Employment Type】
Independent Contractor
*The initial contract period is expected to be six months, with discussions for renewal in six-month or one-year terms depending on business needs and mutual agreement.

【Salary】
Based on experience and skill level

【Working Hours】
Can commit to an expected workload of approximately 10-18 hours per week
*details will be discussed and determined based on mutual agreement.

【Work Location】
In accordance with company regulations

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

スキル・資格

【Requirements】

- Experience in consultative sales involving intangible services, IT solutions, consulting services, or similar offerings.
- Proven success in consultative sales, with hands-on experience across the full sales process from proposal to closing.
- Experience in sales strategy design, proposal review, pipeline management, and closing support.
- Experience advising, developing, or managing sales members.
- Experience working with multiple internal and external stakeholders to move deals or projects forward.
- Business-level English
- Interest in IT, location intelligence, Google Maps Platform, Google Cloud, and mobility-related fields
- Comfortable working as an Independent Contractor.

- Can commit to an expected workload of approximately 10-18 hours per week (details will be discussed and determined based on mutual agreement).

会社説明