【SaaS・ソフト・再生可能エネルギー】　Sales Manager – Japan｜（営業マネージャー｜英語・日本語）

募集職種

採用企業名
シングナリオ株式会社

求人ID
1617070

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 半数

雇用形態
正社員

勤務地
東京都 23区, 千代田区

給与
650万円 ~ 経験考慮の上、応相談

ボーナス
固定給+ボーナス

勤務時間
9am ~ 6pm JST

休日・休暇
会社の規定に準ずる

更新日
2026年11月04日 00:00

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
ネイティブレベル

その他言語
中国語： 北京語 - ビジネス会話レベル

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

About thingnario

thingnario is an AIoT and SaaS energy technology company focused on solar PV monitoring, energy management, energy storage, and renewable energy solutions.

Our Photon platform supports more than 11,000 renewable energy sites, and we are continuing to expand our presence in Japan and other overseas market.

Position Overview

This position is designed for a Sales Manager who will primarily focus on channel sales through distributors and trading companies, while also taking responsibility for building sales channels, driving revenue growth, and conducting pre-sales activities in the Japanese market.

The Sales Manager will work closely with the Japan Business Lead and independently drive sales activities, with support from regional technical, pre-sales, and operations teams.

What You'll Do

- Identify, develop, and manage relationships with distributors, trading companies, and other channel partners in Japan.
- Drive sell-in and sell-out activities together with partners' sales teams.
- Develop new business opportunities across the renewable energy ecosystem, including EPCs, IPPs, PPAs, equipment providers, and related solution partners.
- Understand customer and partner needs and introduce suitable hardware and SaaS solutions.
- Work closely with our Japan business lead and regional teams to align sales priorities and market strategies.
- Coordinate with pre-sales and technical colleagues on product demonstrations, solution proposals, and technical discussions.
- Manage the full sales cycle, including prospecting, partner engagement, proposal development, negotiation, and closing.
- Build a healthy sales pipeline, provide regular forecasts and market updates, and share customer insights with internal teams.
- Support partners with product knowledge, sales materials, customer meetings, and day-to-day commercial coordination.

スキル・資格

What We're Looking For

- At least 5 years of B2B sales or business development experience in renewable energy, energy technology, industrial technology, or a related field.
- Proven experience selling hardware, software, or integrated solutions for a manufacturer or technology provider.
- Experience developing or managing distributors, trading companies, or other channel partners.
- Strong understanding of the Japanese business environment and established business practices.
- Good knowledge of the renewable energy market in Japan and the ability to discuss relevant technologies from a commercial and pre-sales perspective.
- Professional fluency in Japanese, with strong communication, presentation, negotiation, and relationship-management skills.
- A self-starter who can work independently and manage priorities effectively in a remote-working environment.
- A positive, resilient, and collaborative mindset, with the flexibility to navigate ambiguity and cultural differences.

Nice to Have

- Experience working in a foreign or multicultural company.
- Existing networks among renewable energy distributors, trading companies, EPCs,IPPs, PPAs, or equipment providers in Japan.
- Experience with solar PV monitoring, energy management systems, energy storage, or energy SaaS solutions.
- Business-level English or Mandarin Chinese for cross-border collaboration.

How We Work

This position will work closely with our Japan business lead on market direction and commercial priorities.

Technical and pre-sales support will be provided by regional colleagues, while our operations team will assist with logistics and day-to-day coordination.

The role requires the ability to work independently from home while staying closely connected with internal teams and partners.

Location

Greater Tokyo — Remote, with domestic travel for customer and partner meetings as needed.

会社説明