【外資系フィンテック】法人営業｜研修・キャリア開発充実

グローバル企業で営業力を磨く。充実した研修とキャリア開発で、次のステージへ。

募集職種

人材紹介会社
モーガン・マッキンリー

求人ID
1619071

業種
銀行・信託銀行・信用金庫

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10月25日 07:54

応募必要条件

職務経験
1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

営業経験を活かしたい方も、これから営業として成長したい方も歓迎。

企業向けデジタルソリューションを提供するグローバルフィンテック企業にて、インサイドセールス（SDR：Sales Development Representative）を募集します。

見込み顧客へのアプローチやニーズの把握、商談機会の創出を担当。営業・マーケティングチームと連携し、新たなビジネス機会の開拓を推進します。

体系的な営業研修やキャリア開発の機会も充実。これまでの営業経験を活かしたい方も、新たな分野で営業スキルを磨きたい方も、成長を目指せる環境です。

主な職務内容

- **ターゲット企業の調査：** 対象企業の情報を収集・分析し、企業ごとに最適なアプローチを準備する。
- **新規顧客の開拓：** 電話やメール、マーケティング経由の問い合わせを通じて、見込み顧客にアプローチする。
- **見込み顧客の選定：** 顧客のニーズや優先事項、導入可能性を把握し、商談につながるリードを見極める。
- **商談機会の創出：** 商談を設定し、有望な案件をアカウントエグゼクティブ（AE）へ引き継ぐ。
- **見込み顧客のフォロー：** 過去に関心を示した顧客へ再度アプローチし、商談機会の創出につなげる。
- **営業活動の管理：** CRM（顧客管理システム）を活用し、顧客情報や営業活動、案件の進捗を正確に記録する。
- **マーケティングとの連携：** 顧客との対話から得た市場情報を共有し、キャンペーンや営業メッセージの改善に貢献する。

Are you an ambitious **Sales Development Representative (SDR)** looking to build your career in the fast-growing **fintech and digital commerce industry in Japan**? Join a leading global financial technology company and play an important role in expanding its customer base and driving business growth.

As a **Sales Development Representative**, you will focus on **B2B sales prospecting, lead generation, lead qualification, and sales pipeline development**. Working closely with experienced Account Executives (AEs) and marketing professionals, you will identify potential business opportunities, engage prospective customers, and help create a strong pipeline of qualified sales leads.

This opportunity is ideal for a commercially minded professional who enjoys building relationships, identifying business opportunities, and developing a career in **technology sales, fintech sales, or business development**.

With structured sales training, ongoing professional development, and exposure to international markets, this role offers a foundation for long-term career growth within a global technology organization.

Key Responsibilities

- **B2B Lead Generation & Prospecting:** Research target companies, identify potential customers, and develop personalized outreach strategies to generate new business opportunities.
- **Outbound Sales & Customer Engagement:** Contact prospective clients through phone calls, emails, and marketing-generated inquiries to introduce the company's fintech and digital commerce solutions.
- **Lead Qualification:** Evaluate prospective customers by understanding their business needs, priorities, challenges, and purchasing potential to identify qualified sales opportunities.
- **Sales Pipeline Development:** Schedule meetings and transfer qualified leads to Account Executives (AEs), supporting the development of a strong and consistent sales pipeline.
- **Prospect Re-engagement:** Reconnect with potential customers who have previously expressed interest, identifying opportunities to restart conversations and progress sales discussions.
- **CRM & Sales Activity Management:** Maintain accurate customer information, outreach activities, lead statuses, and pipeline records within **Customer Relationship Management (CRM) systems**.
- **Sales & Marketing Collaboration:** Partner with sales and marketing teams to share customer insights, market feedback, and prospect engagement trends to improve campaign effectiveness and sales messaging.

スキル・資格

必須条件経験・資格：

- 大学卒業以上
- 学業、職務、営業活動などにおいて、優れた成果を上げた実績
- 週3日のオフィス勤務が可能な方
- フィンテックやデジタルソリューションへの興味・関心

ソフトスキル：
- **コミュニケーション：** 顧客のニーズを引き出し、相手に合わせてわかりやすく要点を伝えられる方
- **行動力・粘り強さ：** 自ら積極的に顧客へアプローチし、困難な状況でも継続して取り組める方
- **ビジネス感覚・知的好奇心：** 顧客や市場への関心を持ち、ビジネス機会を見極めようとする方
- 協調性・適応力： 営業やマーケティングなどの関係者と連携し、変化の速い環境に柔軟に対応できる方

語学力：
- **日本語：**ネイティブレベル
- **英語：**中級〜ビジネスレベル

歓迎条件
- 法人営業、新規顧客開拓、インサイドセールスなどの実務経験
- SaaS、IT、フィンテックなど、テクノロジー関連企業での業務経験

採用企業について
外資系テクノロジー企業。

企業の業務効率化、海外展開、顧客体験の向上を支援するグローバルフィンテック企業です。

デジタルソリューションを通じて企業の成長を支え、国境を越えたビジネスの拡大や業務の高度化に貢献しています。

この求人がおすすめの理由
- **体系的な営業研修：** 研修や継続的な能力開発を通じて、営業の基礎から実践的なスキルまで習得できる。
- **成長分野で経験を積める：** テクノロジーや金融サービスに関わる法人営業の経験を積める。
- **経験豊富なプロから学べる：** 営業・マーケティングの専門メンバーと協働し、実践的な知識を身につけられる。
- **キャリアアップを目指せる：** 営業スキルを磨きながら、将来のキャリア形成につながる経験を積める。
- **成果に応じた報酬制度：** パフォーマンスに連動した報酬に加え、各種追加福利厚生を利用できる。

Required Skills and Qualifications **Experience:**

- Demonstrated success in academic, professional, or sales-related activities, with evidence of strong performance and achievement.
- Interest in developing a career in **B2B sales, business development, fintech, or technology sales**.
- Confidence in engaging prospective customers through outbound calls, emails, and professional business conversations.
- Ability to research potential clients, understand business requirements, and identify sales opportunities.
- Willingness to work from the **Tokyo office three days per week**, with flexibility for remote working on other days in accordance with company arrangements.
- Bachelor's degree or equivalent qualification.

Soft Skills:

- Excellent written and verbal communication skills, with the ability to engage prospective customers professionally.
- **Self-motivated and resilient mindset**, with confidence in handling outbound prospecting and customer engagement.
- Strong curiosity and commercial awareness, with an interest in understanding customer needs and business challenges.
- Effective relationship-building and interpersonal skills.
- Collaborative approach to working with sales, marketing, and other internal stakeholders.
- Ability to adapt to changing priorities and perform effectively in a **fast-paced, high-growth business environment**.
- Proactive attitude toward learning, receiving feedback, and continuously improving sales performance.

Language Requirements:

- **Japanese:** Native level - essential for prospecting, customer conversations, and business development activities in the Japanese market.
- **English:** Intermediate to Business level - required for communication and collaboration within an international business environment.

Preferred Skills & Qualifications

- Previous exposure to **B2B sales, inside sales, outbound prospecting, lead generation, or business development**.
- Interest in the **financial technology (fintech), digital commerce, payments, or financial services industries**.
- Familiarity with **CRM systems** and sales pipeline management processes.
- Experience communicating with business customers through telephone, email, or other professional channels.
- Understanding of lead qualification, customer research, and sales development practices.
- Enthusiasm for developing a long-term career in **technology sales or account management**.

About the Company

Our client is a **global financial technology (fintech) company** providing innovative digital solutions that help businesses streamline operations, expand internationally, and deliver better customer experiences.

Operating in the rapidly evolving **digital commerce and financial services technology market**, the company supports businesses seeking to improve efficiency, strengthen customer relationships, and unlock new growth opportunities.

With an international business environment and a focus on technology-driven solutions, the organization offers professionals the opportunity to develop their commercial expertise while working alongside experienced sales and marketing teams.

Joining this company means becoming part of a growing global fintech business where **customer engagement, innovation, and business development** contribute to continued success.

Why You'll Love Working Here

- **Competitive Compensation:** Attractive annual compensation of **¥5.5M-¥8M**, with performance-based compensation opportunities.
- **Structured Sales Training:** Receive comprehensive sales training and ongoing professional development to strengthen your prospecting, lead qualification, and business development skills.
- **Career Growth in Fintech:** Build valuable experience in **B2B technology sales, financial services, and digital commerce**, creating opportunities for long-term career progression.
- **Global Business Exposure:** Work within an international fintech organization and gain insights into technology-driven business solutions.
- **Experienced Sales & Marketing Team:** Collaborate with knowledgeable Account Executives and marketing professionals who can support your learning and development.
- **Hybrid Working Environment:** Benefit from a working arrangement that includes **three days per week in the Tokyo office**, with remote working flexibility.
- **Dynamic & Growing Industry:** Develop your career in the expanding fintech and digital commerce sectors, gaining exposure to emerging business opportunities and market trends.
- **Performance Recognition:** Work in an environment where individual contributions, commercial initiative, and sales achievements are valued.

会社説明

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。