Data Sales Director, Japan

Grow satellite imagery sales in Japan

募集職種

人材紹介会社
Cornerstone Recruitment Japan 株式会社

求人ID
1623234

業種
その他（インフラ）

雇用形態
正社員

勤務地
その他東京

給与
経験考慮の上、応相談

更新日
2026年11月16日 15:55

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
ビジネス会話レベル

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

Location Tokyo, Japan

Job Type Permanent full-time

Japanese Strong written and spoken skills

English Strong written and spoken skills

Grow the Japan business of a global Earth observation company. You'll win new customers for satellite imagery, build relationships across government and security markets, and own the sales cycle from territory planning through contract close.

Responsibilities

- Build a territory plan, qualify opportunities, and manage the Japan sales pipeline.
- Develop executive relationships directly and through agencies, vendors, and partners.
- Prepare customer proposals, negotiate complex agreements, and close high-value deals.
- Support strategic accounts and guide opportunities through Japanese public-sector procurement.

Work Conditions

- Domestic and international travel is required.
- Employment is subject to applicable security screening.

Apply through CareerCross.

スキル・資格

Required Qualifications

- Demonstrated success winning new business in Japan.
- An established customer network in Japan, particularly across defense, intelligence, or security.
- Experience negotiating complex agreements and closing high-value deals.
- Ability to manage a sales pipeline independently, with strong written and spoken Japanese and English.

Preferred Qualifications

- Sales experience in geospatial data, satellite imagery, or Earth observation.
- A background in aerospace, defense, consulting, or related technology.
- Knowledge of partner ecosystems in Japan and across Asia-Pacific, including public-sector procurement.

会社説明

Confidential client