

Software Sales

Stable and growing IT company

募集職種

人材紹介会社
Propel Consulting K.K.

求人ID
649456

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
(ほぼ) 全員日本人

雇用形態
正社員

勤務地
東京都 23区

給与
1200万円 ~ 2500万円

更新日
2026年11月02日 05:00

応募必要条件

職務経験
6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
流暢レベル

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

Position Summary:

- Attending initial sales meetings and meeting the client
- Determining a client's business requirements and whether the products being considered are suitable
- If necessary, presenting your findings to a technical team to act on, and then to the client
- Working directly with end users and/or through channel partners, drive the entire sales cycle from the initial customer

engagement to closing the sale, involving and leveraging internal technical and management resources as appropriate
- Create and maintain a strong sales pipeline to achieve revenue targets

スキル・資格

University or College Graduate.
Languages: Japanese – Fluent / English – Business Level

Requirements:

- Excellent selling skills
- Excellent technical knowledge
- Initiative
- Presentation skills
- The ability to write reports and proposals
- The capacity to work well on your own or in a team
- Negotiating skills
- The ability to manage your time and plan your day effectively
- Minimum of 5 years' experience B2B selling Enterprise Software solutions to a matrix of decision makers and influencers.
- Experience and knowledge of the Finance or Insurance industry preferred
- Able to leverage existing relationships and contacts with key decision makers and influencers.
- Demonstrate a creative approach with a proven ability to open new customer accounts and recruit new channel partners

会社説明

Propel Consulting is an Executive Search Company based in Tokyo. We specialise in providing international businesses with bilingual executives and mid-level professionals.

Our team of experienced consultants collaborate to identify and service the unique needs of candidates and clients across a wide range of industries. We achieve excellence by developing creative solutions that utilise our broad-reaching networks, technology based tools and relevant expertise.

Our innovative approach ensures that we can introduce the best candidates to our clients and the best opportunities to our candidates.

We have helped numerous professionals to join some of the leading international companies in Japan. Our experience enables us to provide candidates with the best opportunities available in their industry.

We will also provide help and support throughout the entire process including: interview advice, resume tips, compensation negotiation and helping you to resign from your present position.

For more information about Propel Consulting, please visit our website: http://www.propel.jp