



Sales Engineer / セールスエンジニア

B2B SaaS / クラウドサービスのビジネス経験者を募集中!

募集職種

採用企業名

株式会社Synspective

求人ID

1122489

部署名

Solutions Development Department

雇用形態

正社員

勤務地

東京都 23区, 江東区

最寄駅

半蔵門線、 清澄白河駅

給与

経験考慮の上、応相談

更新日

2021年09月13日 01:00

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

流暢

日本語レベル

流暢

最終学歴

大学卒： 学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

We are developing an industry-specific SaaS model service that utilizes satellite data.

Combining new geospatial and terrestrial data through data science, we aim to support data-driven decision making, business growth, and risk management.

Two important coming milestones are about to come soon in 2020. First, the release of a geo-intelligence SaaS Service and second, the launch our own small radar satellite.

Job description

※英語の後に、日本語が続きます。

Objectives:

- As a member of the SaaS Service Launching Team you will be asked to generate leads and select targeted prospects.
- Understand customer issues, propose solutions and close deals.
- Contribute in the sales strategy and sales operations plan.

営業戦略、営業運営計画に貢献する。

弊社は、衛星データを活用した業界特化型SaaSモデルサービスを開発しています。

最新の地理空間データと地上データを組み合わせたデータサイエンスを通じて、データ主導の意思決定、ビジネスの成長、リスク管理を支援することを目指しています。

今年は2つの重要なマイルストーンを迎える年です。1つ目は、ジオインテリジェンスSaaSサービスのリリース、2つ目は自社開発の小型レーダー衛星の打ち上げです。

仕事内容 :

- SaaSサービス立ち上げチームの一員として、リードを生成し、ターゲットとなりうる顧客を選定する。
- 顧客の課題を理解し、解決策を提案し、案件を成立させる。
- 営業戦略、営業運営計画に貢献する。

スキル・資格**Job requirements****Minimum qualifications:**

- B2B SaaS / Cloud service business experience.
- at least 1 year enterprise sales experience.
- Fluency in Japanese and English reading and writing ability.

Preferred qualifications:

- IT consulting experience for major companies
- Vertical domain expertise within a specific industry.
- Experience in Infrastructure, Construction, Finance or Energy Industry.

必須要件 :

- B2B SaaS / クラウドサービスのビジネス経験。
- 1年以上のエンタープライズセールス経験
- 流暢な日本語と英語の読み書き能力。

希望要件 :

- 大手企業内でのITコンサルティング経験
- 特定の業界領域の専門知識
- インフラ、建設、金融、エネルギー業界での経験

Cultures**Mission:**

Synthetic Data for Perspective on Sustainable Development

Vision:

Efficient, accountable and resilient world

Business:

- Solution services with satellite data
- Development and operation of small SAR satellites

Behavior:

Time is the most important resource. We, as one team, aim to achieve the best results in the shortest time.

1, Fairness

- Respect each member's lifestyle, experiences, culture and mission
- Be honest to data
- Appreciate counter opinions and feedback

2, Efficiency

- Take a control of your time and be responsible to your performance
- Make recurring tasks automated
- Carry out through “selection and concentration”

3, Proactiveness

- Proactively identify problems and act immediately
- Never afraid to fail
- Be candid and ask team for help whenever needed

4, Collective Intelligence

- Individual growth leads to team growth. Keep learning and share with the team
- Be social and expand your network. Use external resources as necessary

Compensation & Arrangements

- Employment system: Full-time(Nontenured). All members are contract-based employees. The contract is renewed in every 6 months based on Management by objective to assist individual growth and team growth
- Benefits: Commuting expense, health insurance, employees' pension insurance
- Flexible work-hour and location
- Others: Part-Time or second job allowed

会社説明

Democratizing SAR satellite data to deploy meaning insights anytime, anywhere is what drive us. At Synspective, we are developing an industry-specific SaaS platform and services to make visible what has been traditionally invisible.

Combining new geospatial and terrestrial data through applied analytics, we aim to support data-driven decision making where it most matters: on everyday business operations.

Important business and technological milestones since our inception - USD 100M funding and the launch of our first SAR satellite, to name few - have helped us start developing a family of geo-intelligence SaaS Services.

In our journey, we have already welcomed more than 90 talented professionals in the fields of satellite engineering and software solutions development, now we are waiting for you.