CareerCross

INFO CUBIC
SEARCH | BRAND | GLOBAL

Digital Marketing _ Sales Professional 独占求人

募集職種

採用企業名
株式会社インフォキュービック・ジャパン

求人ID
1376247

部署名
Oversea sales team

会社の種類
中小企業 (従業員300名以下)

外国人の割合
外国人 多数

雇用形態
正社員

勤務地
東京都 23区, 新宿区

最寄駅
都営大江戸線、　東新宿駅

給与
500万円 ~ 700万円

ボーナス
固定給+ボーナス

勤務時間
9:00 - 18:00

休日・休暇
Sat, Sun, national holidays, summer(3days), new years(5days)

更新日
2024年04月20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
ネイティブ (英語使用比率: 50%程度)

日本語レベル
日常会話レベル

最終学歴
大学卒： 学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

Position Overview:

Position Overview:
Info Cubic Japan International Sales Team is looking for a candidate with a curious personality, with experience in international sales, who's organized with extensive sales knowledge in digital marketing field, and who has high communication skills

Responsibilities:

- Nurture and close prospective clients
- Keeping up to date with markets condition
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Keeping internal & external relationships with vendors, partners, and clients
- Assist with creating proposals/pitching for new clients
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Understanding and promoting company programs

スキル・資格

Qualifications

- Customer service
- Meeting sales goals
- Closing skills
- Prospecting skills
- Negotiation
- Self-confidence
- Service knowledge
- Presentation skills
- Client relationships
- Motivation for sales

Work Experience and Education Guidelines:
• University degree or equivalent
• 3 years + of demonstrated work in digital marketing
• Native in the English language plus conversational level Japanese proficiency
(Native in the Japanese language plus near native ability in the English language is also welcome.)

会社説明

About Info Cubic Japan:
Info Cubic Japan is Asia's premiere SEM firm focusing on global PPC, SEO, social media and media buying services for the online markets in APAC. Info Cubic had its beginnings in America, where our founder, Rohan Yamagishi, co-founded it in 2002 with a partner. Since our founding, we have been able to help hundreds of businesses increase internet traffic to their site, which in turn has generated more profit for our clients.

The focus of our company, which in turn is our expertise, is the global experience we have gained over the course of the last 10 years in digital marketing, in addition to the strong team of multi-lingual/multi-cultural marketing professionals we have formed. In house we have native speakers of Japanese, English, Italian, Thai, Chinese and Korean, who are spread throughout our SEM, SEO, web development and client support/business development teams in order to guarantee global support at every possible angle. This is one of the facets of Info Cubic Japan that has made us successful.

Our clients appreciate the fact that they can receive first class digital marketing services in a language they understand while being assured that native speakers of the language they are marketing in will be working on their projects. This is what sets us apart from other digital agencies in Japan and this is why we are confident that our global marketing strategies can help expand our client's business into the Asian online markets.