



Sales Manager

Job Information

Recruiter

Cornerstone Recruitment Japan K.K.

Hiring Company

企業向けソリューションを提供するB2B国際企業

Job ID

1447610

Industry

Communication

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

November 15th, 2024 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【JOB RESPONSIBILITIES】

- 新規案件契約のクロー징担当
- 営業の活動量をベースに契約者数、利用者数の拡大と売り上げの最大化の追求
- 営業メンバーの活動管理とサポートの実施
- 商談推進に向けた顧客面談への同席や案件相談
- マーケティング部・セールストレーニングと連携して業務生産性の向上と改善、リードを行う
- 新規企業の獲得に向けてインバウンドリードの商談化と営業活動を日本企業に対して行う
- KPIの報告
- 業務、マーケティング、加盟店営業、顧客サポート部門との連携
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【REQUIREMENTS】

- 大学学位がある方

- 3年以上の法人営業マネージャー経験
- データ分析力
- B2B での直販営業経験 10年以上
- 電子マネー、クレジットカード、プリペイド、FinTech に関連する業界経験があれば尚可
- グローバル企業、あるいはダイナミックで動きが早い組織文化下での就業経験と、ビジネスにおいて英語を使用することに対して抵抗がないこと

Company Description

Cornerstone Recruitment Japan is focused on placing bilingual professionals in a wide range of market leading companies.

Focusing across all sectors, we leverage the network of our experienced consultants to provide both clients and candidates with high end service levels and most importantly results.

We are passionate about helping our clients in securing the best talent on the market, by introducing unique profiles who can give them the edge in an increasingly competitive recruitment market.

Established in 2019, in partnership with Cornerstone Global Partners and with investment from Morgan Stanley, Cornerstone Recruitment Japan strives to be the recruitment partner of choice for all Tokyo based clients and candidates.

Our Mission

The Cornerstone. As every building requires a cornerstone, we believe people are the cornerstone of every great company. Our recruitment experts are passionate about bringing together great people with great companies.

Our Business Sectors

- Accounting & Finance
- Financial Services
- Human Resources and Office Professionals
- Industrial
- Information Technology
- Legal & compliance
- Life Science
- Supply Chain & Procurement
- Marketing
- Sales

Our Services

- **Contingency**

Many clients choose to utilize our success based contingent recruitment service. We take the time to fully understand the job brief before presenting a tailored shortlist of 5 to 6 candidates from our expansive existing network. This service comes with no obligation to hire and our clients only pay a fee when the successful candidate joins.

- **Retained**

Our retained service is particularly successful for clients with high profile/critical hiring needs, or niche searches that involve a significant amount of time unearthing candidates from outside our existing network. Clients who choose our retained service benefit from the introduction of exclusive headhunted candidates and top prioritization from the Cornerstone team.

- **Market Entry**

With a wealth of experience in the Japan market, our consultants have successfully helped many clients enter the Japan market. We can help you secure that critical first hire, as well as providing a consultation service, to make sure that your business is well prepared for all the initial hurdles it will face.