



## Inside Sales / インサイドセールス

### Job Information

**Recruiter**

Cornerstone Recruitment Japan K.K.

**Hiring Company**

ITスタートアップ企業

**Job ID**

1453207

**Industry**

Software

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Shibuya-ku

**Salary**

Negotiable, based on experience

**Refreshed**

July 3rd, 2024 03:00

### General Requirements

**Minimum Experience Level**

Over 1 year

**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

**【職務内容】**

- セールスフォースを活用した、データドリブな営業体制の整備
- 新入社員に対する教育・研修
- 営業組織の活動のデータを分析、より効率的な営業活動の立案・設計・運用
- マーケ、セールス、CS、ファイナンス と一貫通貫した業務フローにおける、全体最適の
- 把握とオペレーション設計

※インサイドセールスだけでなく、フィールドセールス、カスタマーサクセスやマーケティング、事業開発などの部門連携を進めながら、その時々に応じた最適なセールス体制を整えていくことが主なミッションです。

- 勤務地：渋谷

### 【応募条件】

#### 必須条件：

- ソリューション営業のインサイドセールスとしての業務経験かつ、マネジメント業務経験 1 年以上
- Salesforce 製品に関する知識・運用経験 1 年以上
- Excel・Spreadsheet の集計作業の経験 1 年以上
- SaaS / IT / テクノロジーを扱うサービスの営業または営業支援部門の動き方の理解
- 営業部門における、KGI、KPI 設計を解像度高く実行した経験

#### 歓迎要件：

- SQL を使ったデータ抽出、集計作業の経験
- データ起点で問題発見と課題解決の経験
- IT 業界/テクノロジーや新しいツールへの強い関心
- プロジェクト運営の観点から、複数のタスクを同時並行で回し、且つステークホルダー
- コミュニケーション（関係者調整）をリードできるプロジェクトマネジメント経験
- スピーディ且つプロフェッショナル（状況や意見を具体的な文章や図表にまとめる「ドキュメンテーションスキル」）なドキュメンテーション作成経験

#### 求める人物像：

- チームワークを重視して仕事を進められる方
- 論理的に物事を考えることが得意な方
- 自己成長意欲の高い方

---

## Company Description

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

Focusing across all sectors, we leverages 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.