



## Mid-Market Sales Representative

### Job Information

**Recruiter**

Cornerstone Recruitment Japan K.K.

**Hiring Company**

Educational Institution for Business Leaders

**Job ID**

1455316

**Industry**

Education

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Refreshed**

July 23rd, 2024 03:00

### 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]**

After grasping the management issues of the company and identifying the organizational issues, we will propose solutions in our education program. In our corporate sales department, you will be in charge of follow-up sales for existing customers and responding to inquiries from new customers.

- Continuous utilization support for existing customers (responsible for 100 to 150 companies)

For existing customers using our services, we will review the effects of using the service based on the purpose and goals of the training, and make proposals for continued use.

- Dealing with new customers (in charge of about 60 to 150 cases/year, taking into account the degree of busyness)

For new customers who have made inquiries, inside sales will interview and confirm the contents of the project outline in

advance. After that, we will receive a pass for a project with a high degree of probability of consideration from inside sales, and we will propose our education service according to the customer's management issue. \* New customers will be 100% inbound compatible.

60% for existing customers and 40% for new customers. We receive an average of 3-5 inquiries per week from new customers, and we always have a business contact. Communication with customers is mainly by phone and email, and if necessary, interviews are held using Zoom.

Digital tools such as SFDC and MSI (Market Sales Insight) will be actively used for the above customer support. In addition, as a role within the team, you may be in charge of collaboration with the marketing department for planning tool utilization.

Regardless of the department to which they belong, they are expected to actively participate in mutual support across business areas and company-wide "transfer of knowledge and know-how".

## **[REQUIREMENTS]**

Mandatory:

- More than 3 years working experience
- Sales experience (experience in corporate sales preferred/sales experience with a large number of customers in charge preferred)
- Language requirements: Native-level Japanese proficiency, or JLPT Level 1 or equivalent

Desirable:

- Experience in achieving efficiency and systematization in work
- Experience in accurately responding to the work in charge even within a limited time

## 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.