



SDR Lead セールスデベロップメントレプレゼンタティブリード（インサイドセールス）

国際的なロケーションインテリジェンスのリーディングカンパニーで働く

Job Information

Hiring Company

Navagis, Inc.

Job ID

1467218

Industry

Software

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

Majority Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

4 million yen ~ 5 million yen

Work Hours

8時間

Holidays

土日祝

Refreshed

June 20th, 2024 11:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Daily Conversation (Amount Used: English usage about 25%)

Minimum Japanese Level

Native

Minimum Education Level

High-School or Below

Visa Status

Permission to work in Japan required

Job Description

Navagisはロケーションインテリジェンスにおけるリーディングカンパニーとして最先端のテクノロジーを使い、地図上でのデータの可視化・マシンラーニングを通して、お客様が新たな発見ができるお手伝いをしています。ロケーションインテリジェンスは今やさらなる広がりを見せ、さまざまな業界によって採用され、ビジネスの生産性の向上や業務の効率化、より良い意思決定に活用されています。

Navagisは日本でも有数のGoogleのプレミアパートナーでもあり、さまざまな大手企業様とのコラボレーション事業を展開。また最近では、スタートアップやFinTechなど、新たな領域との機会も生まれ、ビジネスのコアに変革を起こすようなプロジェクトに携われるのが魅力です。

Your Role:

- Identify appropriate prospects, reach out to potential clients through various communication channels, and make appointments.
- Lead and motivate a team of SDRs and interns to support the Sales team.

Represent Navagis to potential and existing clients with a full understanding of our services and identify how our solutions will help them. **Generate leads and create opportunities, planning and organizing daily work schedules to contact existing and potential sales outlets.**

- Maintain working relationships with current clients to provide exceptional services, keep them informed of the latest developments, and identify potential new sales opportunities
- Prepare professional, complete, concise and accurate reports, and other documentation as required for executive-level presentations.
- Coordinate with other sales reps to ensure company quotas and standards are being met, performing market research.
- Utilize CRM to record all client-related activities and to build a sales cadence.

私たちの顧客層（BtoB）へSNSやセミナー、イベントなどの手法でアプローチし、リードをつくり、フィールドセールスへつなぐ役割です。私たちナビジスのテクノロジーに関心のあるお客様をセールスへつなぐキーとなるポジションです。

ロケーションインテリジェンスは今やさまざまな企業から注目され、さらなる可能性が広がっています。

Required Skills

About You:

- Bachelor's preferred
- Business-level English proficiency preferred
- Native or equivalent level Japanese proficiency
- At least 2 years of sales related experience, preferably with software solutions
- Proven track record of consistently meeting and/or exceeding sales performance metrics
- Demonstrated proficiency in helping with outbound sales
- Demonstrate effective oral and written communication skills especially in the ability to present concepts and articulate business value
- Display a sense of creativity and innovation, with integrity and respect for others
- Demonstrate resilience and ability to overcome customer objections
- Demonstrate ability to network and build relationships
- Demonstrate organizational and project management capabilities and able to manage multiple tasks with shifting priorities and varying deadlines
- A goal-oriented, self-motivated and self-starter who can work independently, but within a team environment

Company Description