



ソリューションセールスマネージャー / Solutions Sales Manager

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

1476695

Division

Sales

Industry

Software

Company Type

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

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

6 million yen ~ 7 million yen

Refreshed

September 2nd, 2024 08:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

弊社は、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あり、様々な国の人が集まっている国際的な自由な雰囲気のある会社です。働き方は柔軟ですので、伸び伸びと力を発揮し、精力的に取り組んでいただけることを期待しています。

Navagis a Google Cloud Premier Partner based in the US with offices in San Francisco, Japan, Singapore, and the Philippines. Navagis is a Location Intelligence company that empowers organizations to leverage geospatial information to efficiently run their multiple operations via web and mobile applications. Navagis software solutions are built using Google Maps and Google Cloud technologies and open systems to integrate various information sources into a map-driven common operating picture for the entire enterprise.

To expand our **Japan operations**, we are in need of a **Solutions Sales Manager** to join our fast-growing team.

If you are an independent problem solver, have a strong drive to excel, and are looking for an opportunity to grow fast and to make a big impact, this is the right place for you.

Your Role:

- Identify, qualify and close new customer sales opportunities to generate sales revenues that meet or exceed assigned goals
- Collaborate with the leadership team to define our overall sales strategy to develop products and solutions responsive to the customer's business
- Conducts introductory and high-level presentations including the demonstration of Navagis solution
- Work closely with Partners to build a network of contacts in Navagis' key market verticals, to produce opportunities
- Forecasts business and sales pipeline as required, updating management on the status of all prospects, in-process sales cycles and potential revenue
- Conducts continuous prospecting activities and build a sales pipeline sufficient to support the achievement of sales revenue goals
- Delivers timely technical and administrative product and solution information to create long-term, ongoing business relationships to set the stage for future opportunities
- Work with Project Manager(s) during implementation to ensure communication is handled
- Serve alongside the technical team to ensure direction is presented to potential partners, customers and/or investors
- Stay in the loop during implementation to build a successful track record with the customer base
- Understand customer's challenges and objectives to help them achieve them.
- Travel throughout assigned territory and beyond, as required
- Maintain closeness with customers and the market through frequent interactions as well as serving as the primary executive contact for high-value deals, escalations, and prospect/customer issues
- Develop and implement go-to-market and sales operations best practices and processes that will enable rapid scaling and ensure sales discipline

Required Skills

About You:

- Preferred Bachelor's and/or Master's degree
- 3-5 years of relevant enterprise-scales sales experience in technology, software
- Business Level English Proficiency
- Proven track record of consistently meeting and/or exceeding sales performance metrics: i.e., quotas, pipeline, forecast accuracy, etc.
- Demonstrated proficiency in managing complex sales cycles typically defined as six months or longer with multiple stakeholders, decision-makers and influencers at multiple levels
- Track record of success by consistently exceeding performance metrics
- 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

Why Join Us

- **Highly flexible and Long Term environment.** Our Executive Team is mostly comprised of Ex-Googlers. We work hard and have fun while doing it! We have an active international community. We also offer comprehensive benefits in all the countries we operate in.
- **Our employees develop and support high-end solutions.** Every day, we push technical boundaries to advance the field of Location Intelligence. We believe mapping is essential to the world and we are extremely dedicated when it comes to quality and performance.
- **Learn from the BEST and make a difference.** Our team is composed of some of the best engineers in the world. As a young dynamic company, the work you do will make a big difference. At Navagis, you will be surrounded by top talent who have years of experience in mapping and cloud infrastructure, deep learning, and more.

Company Description