



## District Sales Manager / 地域セールスマネージャー

### Job Information

**Recruiter**
[ADP JAPAN G.K.](#)
**Job ID**

1476696

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

10 million yen ~ 15 million yen

**Refreshed**

March 3rd, 2025 03:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

### Job Description

**Role Purpose:**

To proactively sell ADP's premier HR and Payroll outsourcing solution to Domestic and International Clients within ChinaJapan. Sales engagement will be at senior executive level-typically CFO, HR VP and CEO level as well as conducting due diligence with middle management in HR, IT and Finance roles.

**Responsibilities:**

- Develop and explore business opportunities; maintain and develop the existing customer relationship; cultivate and develop potential customers, identify and, where possible, influence prospect needs
- To work from data provided by various sources which is relevant to defined target market e.g. inbound enquires, marketing campaigns, global referrals, 3rd party referrals, etc.
- Conduct effective sales presentation, solution proposal, business negotiation and close deals both individually and as a team; get pre-sales supports for large deal/pursues.
- Work closely with other ADP team like Client Services, Technology, Marketing, and Finance as well as the ADP worldwide salesforces to maximize ADP 's value proposition to clients
- To provide weekly/monthly updates and reviews on individual and market performance and measures for improvement; use the ADP standard system and tools to ensure the sales process efficiency
- Create own sales plan within overall framework to achieve quarterly and annual sales targets

Department:  
Sales Department  
Reports to:  
Sales Manager

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## Required Skills

### Qualifications & Experience:

- At least 3 years sales experience in leading HR technology or service outsourcing industry
  - Outstanding selling skills with a track record of closing new business.
  - Understand the company HR, Payroll and Benefits knowledge and practices in Japan
  - Skilled at leveraging resources to facilitate relationship building
  - Excellent English language skill, and Japanese language is a plus
  - Good presentation and negotiation skill
  - Ability to work under pressure
  - Well developed interpersonal skills, with an ability to communicate well at all organizational levels
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## Company Description