



Sales Ops Specialist

Sales Ops Specialist

Job Information

Recruiter

Robert Half Japan Ltd.

Job ID

1484085

Industry

Internet, Web Services

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 10 million yen

Refreshed

June 21st, 2024 15:03

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

Company Profile

Prominent FinTech Firm in Japan.

The Role

- Design and improve sales and business processes.
- Collaborate with sales, customer success, and marketing teams on sales planning.
- Develop and enhance operations using CRM/SFA tools.
- Analyze data and define KPIs to visualize results.
- Conduct qualitative and quantitative market analysis to devise new customer acquisition strategies.
- Introduce new sales models to drive growth through new customer acquisition.
- Process, graph, and visualize data for internal requests.

Your Skills

- Experience in sales operations, sales planning.
- Understanding of sales performance metrics.
- Strong data management and analytical skills.
- Knowledge of CRM systems (e.g., Salesforce, HubSpot) and sales analytics tools.
- Commitment to teamwork.
- Communication skills in a global environment.
- IT or Fintech industry experience is a plus.
- Native Japanese & English is a plus.

Location

Tokyo 23 wards

Salary

8M - 10M JPY

Selling Points

- Global work environment & flat company culture.
- Work with top mid to large sized clients providing a leading payments software highly catered for the Japanese market.

Reference Number: 06940-0013006457

By clicking 'apply', you give your express consent that Robert Half may use your personal information to process your job application and to contact you from time to time for future employment opportunities. For further information on how Robert Half processes your personal information and how to access and correct your information, please read the Robert Half privacy notice <https://www.roberthalf.com/jp/en/privacy>. Please do not submit any sensitive personal data to us in your resume (such as race, beliefs, social status, medical history or criminal record) as we do not collect your sensitive personal data at this time.

お客様が「今すぐ応募」ボタンをクリックすることにより、ロバート・ハーフ（以下、当社）がお客様の応募内容を処理し、求人情報を今後随時ご連絡する目的で個人情報を使用することに明示的に同意いただいたこととなります。当社による個人情報の処理方法、またお客様自身の個人情報へのアクセスおよびその訂正に関する詳細については、プライバシー規約 (<https://www.roberthalf.com/jp/ja/privacy>) をお読みください。当社は、要配慮個人情報はお預かりしておりませんので人種、信条、社会的身分、病歴、犯罪の経歴など、取扱いに特に配慮を要する個人情報は、ご提出いただく職務経歴書・レジュメ等には含めないようお願いいたします。

Company Description

Founded in 1948, Robert Half pioneered the idea of professional talent solutions and is now the world leader in placing accounting, finance, banking, and technology professionals, as well as sourcing and placing candidates for executive search.

With more than 300 offices worldwide, Robert Half makes it easy for job candidates to find the services they need, with office locations in Tokyo and Osaka, Japan.

Robert Half has been recognized as one of FORTUNE's "Most Admired Companies ®" for 25 consecutive years (February 2022).

1948年に設立されたロバート・ハーフは、プロフェッショナル人材ソリューションのパイオニアとして、現在では会計、財務、金融サービス、テクノロジー分野のプロフェッショナル人材の紹介や、エグゼクティブサーチの候補者の発掘・紹介で世界をリードする存在となっています。

世界中に300以上の拠点を持ち、日本には東京と大阪に2つのオフィスを構えています。ロバート・ハーフは25年連続でFORTUNE誌の最も賞賛される企業「Most Admired Company®」の1つに選ばれました。（2022年2月）