



IT Sales Head

Job Information

Recruiter

[Hire Pundit Japan Corporation](#)

Job ID

1485910

Industry

IT Consulting

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen

Refreshed

December 11th, 2024 02:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

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 requirements

- Candidate should be Japanese native and have previous experience in IT sales
- Experience in promoting products/services to new clients.
- Candidate should have a self motivated, competitive, and result-driven attitude with dedicated and focus in identifying new business
- Confident presentation skills and call etiquettes
- Ability to have proper time management, attention to detail, and work prioritization.
- Technical understanding, with enthusiasm in new technologies to research on keep top of industry development is added advantage
- Articulate and influential written and verbal communication skills in English and Japanese
- Should have excellent interpersonal and communication skills to find prospective customers.

Required Skills

Responsibility

- Work closely with existing clients to ensure successful business execution.
- Identify and develop new business through networking and follow-up courtesy calls
- Market and promote a portfolio of QBurst by preparing and delivering presentations of QBurst capabilities to customers and attend industry events.
- Learn the company's products, features, and services and reach out to potential clients to inform them about our products and services.
- Manage the client inquiries by responding to RFI's & RFP's
- Keeping abreast of market trends and product & competitor landscapes
- Ensuring solutions stated in the Statement of Work are best practice and in line with client requirements
- Work closely with QBurst business development team to understand the QBurst business strategies.

Company Description