



SPACE TECH 【International Sales Manager】

Job Information

Recruiter

SPOTTED K.K.

Hiring Company

International SPACE TECH Company Expanding Globally

Job ID

1496949

Industry

Internet, Web Services

Company Type

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

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Japan

Salary

6 million yen ~ 8.5 million yen

Salary Bonuses

Bonuses included in indicated salary.

Holidays

Open!

Refreshed

October 3rd, 2024 15:28

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent (Amount Used: English usage about 50%)

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Our client is a fast growing IT company in the space tech industry. Headquartered in Japan, they have already opened offices in the US and Europe, and are now seeking a dedicated Sales Specialist to focus on identifying and acquiring satellite operators and ground station owners overseas. In this individual contributor role, you will collaborate with the product team

and technical program managers to support and retain our existing partners.

Responsibilities:

- Autonomously onboard satellite operators and ground station owners to our platform using diverse sales strategies (direct sales, consulting, etc.) in target locations like Australia and India.
- Manage relationships with both existing and new customers, aiming to minimize churn and identify upselling opportunities for new products and services.
- Collaborate closely with the Product Development Team to share insights on customer needs and expectations for targeted segments.
- Develop and maintain strategic partnerships and collaborations with key industry players.

Required Skills**Minimum Requirements:**

- 3-4 years of experience in solution sales, particularly in negotiations, product implementation support, and client onboarding.
- Basic understanding of internet and cloud-based technologies. A technical background is a great plus.
- Excellent communication skills, adaptable to both technical and non-technical teams at all organizational levels.
- Experience working effectively in a remote environment.
- Fluency in English for client-communications
- Business-level proficiency
- A strong interest in the space industry.

Preferred Requirements:

- Experience in the space industry, particularly in a sales or business development role.
- Familiarity with government agencies, such as the Ministry of Defense.

Location: Remote

Type: Full-Time

We welcome applications from candidates passionate about the space industry and eager to contribute to innovative partnerships in satellite operations.

Company Description