



## 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**

November 14th, 2024 01:00

### 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.

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**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.

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**Company Description**