

ecovadis

Sales Development Rep ◆ 世界最大サステナビリティ評価機関 ◆ 「持続可能な世界」を実現しましょう

【新卒の方歓迎】 have fun and make an impact!

Job Information

Hiring Company

EcoVadis

Job ID

1500064

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

Negotiable, based on experience

Refreshed

January 14th, 2025 13:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Entry Level

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

Our purpose is to guide all companies toward a sustainable world.

EcoVadis is the leading provider of business sustainability ratings. Our solutions are backed by an international team of experts and powerful technology. We analyze data and build sustainability scorecards that give companies actionable insights into their environmental, social and ethical risks.

Why apply to EcoVadis?

Be a part of the global sustainability change in business. Grow your career. Work with extraordinary people. Feel valued for your contribution.

Job Description

Frontline employees engage and support all companies to leverage EcoVadis solutions in order to foster continuous improvement of sustainable business practices in global supply chains. To help us achieve this aim, we are looking for a highly-motivated Sales Development Associate to join our sales team. If you are interested in being part of something extraordinary and enjoy working alongside people who are smart, organized, thorough and take pride in initiating meaningful relationships with future customers, then this is the team for you.

Responsibilities:

- Generating new business opportunities to fuel revenue for EcoVadis
- Conducting high-level discovery and educational conversations with Senior Executives (Directors of Sustainability or Procurement) in target accounts
- Scheduling qualified meetings for Account Executives
- Evangelizing the importance of sustainability and corporate social responsibility (CSR) for the supply chain of Global 2000 companies
- Leveraging your teammates (Marketing and Account Executives) to develop target lists, call strategies, and messaging in order to drive opportunities in regional areas
- Maintaining an activity (emails, calls, LinkedIn) volume with the intent to qualify leads and create pipeline growth
- Proactively outreaching leads and initiating the conversations for both **inbound** and **outbound** opportunities
- Meeting or exceeding your quota
- Staying up-to-date on industry trends and competition
- Reporting results on a weekly basis, both qualitative and quantitative
- Quarterly business plan creation, reporting, and presentation to all key stakeholders
- Recording and documenting all calls and communications in Salesforce.com in order to identify trends for improvement
- Leveraging social networks for sales opportunities and leads

Required Skills

You will be engaging, personable and customer-focused with an exceptional level of drive, a desire to learn new skills and build a successful career in sales. Additionally, you will bring:

- Bachelor's degree in business, sustainability, procurement or a related field
- Work experience in sales development, lead generation, sales and/or marketing (cold calling or prospecting experience preferred)
- Voluntary or work experience in sustainability, CSR or procurement would also be considered
- Fluency in English and Japanese (written and verbal) as you will be discussing complex sustainable procurement solutions in these languages
- Proficiency with Salesforce, LinkedIn or other sales tools would be advantageous
- Self-disciplined with the ability to prioritize, manage time effectively and know when to ask for help
- Superior active listening skills, quick thinking and resilience

Additional Information

- Full time position
- Location: Yotsuya Tokyo

In return for your expertise and energy, we offer:

- Working Hours: 40 hours per week from Monday to Friday
- Social Insurance
- Commuting Allowance
- Work Model: Hybrid Work Model
- 正社員

Our team's strength comes from everyone's uniqueness and is founded upon mutual respect. EcoVadis commits to equity and inclusion and does not accept any form of discrimination based on color, national or ethnic origin, ancestry, citizenship, religion, beliefs, age, sex, gender identity, sexual orientation, neurodiversity, disability, parental status, or any other protected characteristic that makes you unique.

Company Description