

# GLBB Japan

## Corporate Sales (Tokyo/Superflex)

### Job Information

**Hiring Company**[GLBB Japan K.K.](#)**Job ID**

1501337

**Industry**

Communication

**Company Type**

Small/Medium Company (300 employees or less)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Minato-ku

**Train Description**

Chiyoda Line, Nogizaka Station

**Salary**

4.5 million yen ~ 7 million yen

**Work Hours**

9:00 - 18:00 フルフレックスタイム制 週2日リモートワーク可能

**Holidays**

完全週休2日制 (土・日・祝)

**Refreshed**

April 1st, 2025 01:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

### Job Description

**【About GLBB Japan】**

GLBB Japan is an ISP provider offering a wide range of network connection services to businesses both domestically and internationally. With the mission "Our Mission :: To Connect," we strive to create a better network environment for both companies and individuals. We are currently seeking candidates for a corporate sales position to meet our customers' needs and challenges to the "maximum" extent. If you have a passion for new technologies and a customer-first mentality, let's

grow together at GLBB Japan.

### **[Job Overview]**

You will be responsible for proposing internet communication services to overseas corporations, individuals, and apartment management companies based in Japan.

Customer Engagement:

- Setting up meetings and conducting needs assessments (no cold calling or aggressive telemarketing)
- Creating proposal materials
- Making proposals (in collaboration with senior staff and engineers)
- Preparing estimates and invoices
- Finalizing contracts
- Following up with existing customers

Response to failure:

- Identifying issues and coordinating with customer success teams

### **[Desired Candidate Profile]**

- Proactive and engaged in work, rather than passive
- Highly motivated and positive towards growth
- Willing to adapt to technological advancements and eager to continue learning
- Customer-first approach in work
- Aspiring to become a professional network engineer

### **[Expected Salary]**

4.5 million to 7 million yen

Bonuses: Twice a year (summer and winter)

\*No basic payment in the first year; bonuses are based on company performance and individual achievements.  
The salary is a guideline and may vary based on the selection process.

### **[Holidays]**

- FY2025 : 128 holidays
- Year-end and New Year holidays
- Summer vacation (3 days)
- Christmas holiday (December 25)
- Special leave (bereavement, maternity/paternity leave, etc., as specified in company regulations)

### **[Benefits]**

- Remote work available (twice a week)
- Support for childbirth and childcare
- Bereavement and disaster relief funds
- Access to online training "Smart Boarding"
- Benefit Station membership
- Free use of GLBB's internet services (with regulations)
- Qualification acquisition support (employees who pass specified qualifications or maintain scores will receive a qualification allowance)

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## Required Skills

### **Application Requirements**

- At least 3 years of practical experience in corporate sales
- Experience in the IT industry (particularly in networking)
- Experience in the ISP industry
- Individuals looking to transition from engineering to sales

If you meet any of the above criteria, we encourage you to apply.

### **Preferred Qualifications**

- Knowledge of networking-related certifications such as CCNA, CCNP, JNCIA, JNCIS
- Interest and enthusiasm for networking and new technologies

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## Company Description