

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

November 21st, 2024 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)

*Note: 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]

- 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)

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

Company Description