



PR/116037 | IT Solutions/ IT Sales (Japanese Speaking N2/N1)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1504302

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:45

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: IT Solutions/ IT Sales (Japanese Speaking N2/N1)

Location: Asoke

Working Date and Time: Monday – Friday 9.00-6.00 P.M.

Salary range: 50,000 – 90,000 (Negotiable)

Job Descriptions:

- Develop and maintain relationships with existing clients, understanding their business needs and how our solutions can meet those needs.
- Network at industry events and through professional organizations to generate leads.
- Develop and implement sales strategies to achieve sales targets.

- Present and demonstrate our software capabilities to potential clients.
- Understand the competitive landscape and position our solution effectively against competitors.
- Conduct needs analysis to understand the specific requirements of clients.
- Work with legal teams to ensure contracts are compliant and beneficial.
- Provide after-sales support, ensuring client satisfaction and resolving any issues.
- Stay updated on industry trends and market conditions.
- Provide feedback to the product development teams based on client needs and market demands.
- Prepare and deliver sales reports to management, highlighting sales performance, challenges, and opportunities.
- Work closely with marketing teams to develop effective sales materials and campaigns.

Required Skills and Qualifications:

- Minimum of 3-5 years of experience in sales, preferably in the IT or software field, with Japanese language proficiency.
- JLPT certified level N1-N2 with excellent Japanese skills, both written and spoken.
- TOEIC score of 800 or higher and/or IELTS score of 5.5 or higher are preferred.
- Bachelor's degree in business administration, marketing, engineering, or a related field.
- Understanding of the manufacturing business, including production planning, purchase order issuance, sales order issuance, costing, and inventory management, is an advantage.
- Strong analytical, problem-solving, and interpersonal skills, with a positive attitude.
- Ability to travel as needed to meet with clients and attend industry events.

Company Description