

# GLG

Inside Sales | インターナショナルな環境で営業経験を活かしませんか？

## Job Information

### Hiring Company

Gerson Lehrman Group

### Subsidiary

GLG-Gerson Lehrman Group

### Job ID

1511977

### Industry

Think Tank, Research Institute

### Company Type

Small/Medium Company (300 employees or less) - International Company

### Non-Japanese Ratio

Majority Japanese

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards, Minato-ku

### Salary

5 million yen ~ Negotiable, based on experience

### Work Hours

9:00~18:00

### Holidays

土日祝日

### Refreshed

December 23rd, 2024 16:09

## General Requirements

### Minimum Experience Level

Over 1 year

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Fluent

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

GLG's Japan Business Development team is seeking an experienced Inside Sales professional to expand inside sales operations in the current BD operation for the defined territory of corporations, financial institutions, and professional service firm sectors in Japan in Japan. The ideal candidate will have an intense hunger to win, an innate curiosity about market

intelligence service markets, crisp communication skills, and the desire to be part of a performance-oriented, team-centric, and international environment.

For each new customer relationship, GLG aligns a range of solutions with the business goals/challenges of senior- and mid-level professionals at client firms. Inside Sales professional is expected to be highly consultative and proactive in nature with understanding of the client's business and the value of GLG's solutions to develop dialogues with such an external audience.

**Specific responsibilities include (but are not limited to):**

- **Research and planning the inside sales activities**
  - Stay up to date with changing trends and news that can be strategically used to create talking points for prospects.
  - Stakeholder mapping in key industries/segments (account mapping).
  - Independent research into prospects and account data.
- **Lead Generation**
  - Identify opportunities for sales and drive new business.
  - In collaboration with the Sales Leader, create an Attack List for outbound pitch and lead generation.
  - Establish conversations with key decision-makers within prospect accounts via phone and e-mail and schedule appropriate follow-up meetings to explain the product further.
- **Opportunity Generation**
  - Follow up on leads generated through various client events/marketing actions.
  - Scoping through conversations with leads to develop concept solutions.

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## Required Skills

**An ideal candidate will have the following:**

- Native level Japanese (Business level English is a big plus but not necessary)
- Successful 2+ years of Inside Sales experience in Japan
- Autonomy in understanding situations, planning actions, and executing them effectively.
- Understanding and actual experience in pipeline management frameworks/theories (i.e. the MODEL, customer journey, SPIN, BANT, ABM etc) Demonstrated ability to communicate, present and influence credibly and effectively at higher levels of the organization

**We seek bright, positive, and flexible people who:**

- Are bold and creative in developing new opportunities
- Proactive in conducting customer meetings and visits.
- Interest and/or passion to market research/consulting business
- Team player

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## Company Description