


【日本橋勤務】 Solution Sales | 業界未経験者歓迎 | B2Bクライアント対応経験を活かせる  Exclusive job

コミュニケーションスキルに自信のある方は是非ご応募下さい！年4回のインセンティブ

## Job Information

### Hiring Company

AINEO Networks

### Job ID

1514824

### Division

CIRCLE クラウドコミュニケーション・チーム

### Industry

Software

### Company Type

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

### Non-Japanese Ratio

Majority Non-Japanese

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards

### Salary

4 million yen ~ 6 million yen

### Salary Bonuses

Bonuses included in indicated salary.

### Salary Commission

Commission included in indicated salary.

### Work Hours

9:00~18:00(フレックスあり)

### Holidays

Saturday, Sunday, Japanese National Holidays

### Refreshed

January 20th, 2025 12:31

## General Requirements

### Minimum Experience Level

Over 1 year

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Native

### Minimum Education Level

Bachelor's Degree

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**Visa Status**Permission to work in Japan required

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**Job Description**

テクノロジーが好きな方、次世代クラウドに興味がある方は是非AINEOネットワークスへ！充実したオフィス設備、エネルギーギッシュで楽しい職場、優秀で明るいメンバーが揃っています。

If you love technology and are interested in next-generation cloud, we would love to welcome you to AINEO Networks! We have excellent office facilities, an energetic and fun workplace, and a talented and bright team.

**【こんな方にピッタリ！】****This position is highly recommended for those who..**

- ・ Want to learn and acquire new skills
- ・ Are outgoing and enjoys communicating with people from diverse background
- ・ Are eager to challenge themselves alongside team members to achieve goals together!

**Job Description**

At AINEO, we support our partner companies in solving business and technical challenges. We help improve communication and sometimes contribute to securing new business opportunities. The Solution Sales sells AINEO solutions to existing and new partner companies. You will introduce our flagship communication services to businesses. The specific responsibilities are as follows:

- Identifying needs through meetings with partners, and after considering AINEO's internal resources, proposing the most desirable solutions for both parties.
- Developing new partners and maintaining relationships with existing ones.
- Achieving subscriber acquisition and sales targets for CIRCLE.
- Building long-term and strategic relationships with partners and accounts.

**About AINEO**

Our main product is CIRCLE Cloud Communications, a cloud-based communication and communication service for businesses. It is easily accessible from various devices (smartphones, PCs, tablets, laptops), allowing easy communication for busy business people on the go and users working at different locations. As a result, it is adopted by many companies and organizations. CIRCLE has a diverse technology portfolio, including network, cloud, M2M, security, professional services, and mobility solutions.

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**Required Skills****必須要件：**

- Bachelor's degree or higher (preferably with a major in information science or a related field), or an equivalent degree.
- 1-2 years of sales or customer service experience with products, services, or solutions.
- Fluent in Japanese (appropriate reading, writing, and conversational skills for business settings).
- Excellent communication skills.
- Positive thinking that energizes those around you.
- Presentation skills and problem-solving ability (ability to solve partner client issues).
- Highly motivated, able to work independently without supervision, and capable of demonstrating leadership when needed.
- Outgoing, bright, quick-witted, and adaptable.
- Willingness to work as part of a team.

**ITスキル**

- Windows or Apple OSX.
- Ability to use iOS internal communication apps.
- Proficiency in Word, Excel, PowerPoint, Keynote.

**歓迎条件**

- Industry experience in cloud services, cloud communication, conferencing systems, etc.
- Experience with CRM systems is a plus (Salesforce, MS Dynamics, ZohoCRM, or similar sales management systems).

**給与**

4 million to 6 million yen

※Negotiable based on experience

- ・ Incentives: 4 times per year with no upper limit
- ・ Bonuses : 1~2times a year (depending on the job), awarded based on performance and contributions to team goals.

**その他:**

- Work location: Tokyo. You will be working with partners in Tokyo, Osaka, Hiroshima, Nagoya, Sapporo, Fukuoka, and Sendai.
  - The workplace is entirely smoke-free (due to the smell of tobacco and its adverse effects on health). AINEO aims to maintain a happy and healthy workplace.
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**Company Description**