



#2150 [Learning Platform] USA Inside Sales

英語力 活かせます

Job Information

Recruiter

United World Inc

Job ID

1518748

Industry

IT Consulting

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

Salary

4 million yen ~ 7 million yen

Work Hours

9:00~18:00

Holidays

完全週休2日(土・日)、祝祭日

Refreshed

February 11th, 2025 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Native (Amount Used: English usage about 75%)

Minimum Japanese Level

Daily Conversation

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This position is available only for people residing in Japan.

[Company Profile]

They are a company that provides a learning platform from the United States that can provide learning tailored to various learning situations.

In order to be able to utilize the learning content in actual work situations, the function that scientifically implements the process of "teaching, practicing, learning, and applying" has been highly praised, and is being introduced by major companies.

Approximately 90% of cases are inbound transactions★Transaction record: Pharmaceutical/financial/retail, etc. (more than 1,000 employees).

Incorporating the latest technology such as AI, they provide a system in which employees' voluntary learning is promoted through real-time feedback using AI, and learning is directly linked to sales.

[Attractive points of company/work]

This service is used by over 1 million companies around the world.

Unleash your full potential as a member of the best team of ambitious and energetic people.

They are a flat organization with no hierarchy or detailed positions, so your results are fairly evaluated and reflected in your compensation and career.

[Job Description]

- You will be mainly working remotely to develop new business and propose services targeting the US market.

Specific tasks include the following:

- Acquire new contracts (approaching potential customers by phone, email, and online meetings)
- Listen to each company's educational issues and propose optimal plans and usage methods
- Propose the creation and improvement of learning content that matches customer needs
- Acquire lead information for future orders (seminar presentations/collaboration seminars)
- Cultivate user awareness and interest in products (LP articles/YouTube videos/SNS)

They provide services mainly to enterprise companies in the pharmaceutical, financial, manufacturing, retail, and education service industries.

[Conditions]

Employment Type: Permanent

Trial period: 4 months

Estimated annual income: ¥4M~(annual salary system, incentives not included)

*Includes 30 hours worth of fixed overtime pay.

*Payment amount can be increased according to results through evaluation interview once

every 3 months

Work location: Tokyo

Working hours:9:00-18:00

Holidays: 2 days a week (Saturdays and Sundays), national holidays

Vacation: Summer vacation, year-end and New Year holidays, and other vacations available

Overtime: Average month 40 hours

Benefits: Complete social insurance, commuting allowance (according to company regulations), and other benefits

Number of applicants: 3

Documents required for application: resume, resume of work

Online interview: Available

Interview language: Japanese or English

Number of interviews (flow): 3 - 4 times

Application for overseas residents: Unavailable

* May change depending on the situation of the candidate

Required Skills

[Requirements]

- English ability: Native
- 2+ years in intangible corporate sales
- Experience in winning business opportunities

*No industry required

[Preferred requirements]

- Inside sales experience
- Experience thinking about and approaching various leads, regardless of industry or job type
- Experience in digging up past leads and lost leads, and winning business opportunities using all means, not just inbound leads

· Experience working at a SaaS company

· Experience in sales activities in all industries

In order to target a wide range of industries, rather than only approaching a limited number of industries
